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No. 25

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## THE DUTCH POLICY IN QUININE

For two months past, the quinine situation, particularly in Holland and Java, has been in a ferment. The realization of the need for lower quinine prices has apparently made its impression on the "powers that be" in Holland. For months back, big consuming factors both in Europe and the United States have insisted that the price of quinine has been too high, that the high price has been one of the chief reasons for the reduced use of the alkaloid. Supplies of both bark and quinine are reported in heavy excess in Java and Holland at this time. Generally reduced demand, and the manner in which Japanese goods have cut in on the business formerly held by the Dutch, have evidently brought home quite forcibly the necessity for a material change in the manner of administering the world monopoly in cinchona and quinine. The threat of the Java planters to establish their own factory with an annual output in 1924 of 100,000 kilos of alkaloid, the overtures of the Dutch manufacturers to extend the present bark contract with the planters until 1929, two years before the current arrangement expires, growing accumulations of bark, world wide reduced demand for quinine, and other points, only emphasize the necessity for a radical revision of policy on the part of the Dutch monopoly.

If the Java cinchona bark industry is to continue supreme and unchallenged, and the Dutch are to hold the world's quinine in the palm of their hand, only one course will guarantee their respective futures, a big production of quinine, taking all the bark produced in Java, at a reasonably low price. The manner in which the high price of the past two years or so has encouraged the increased use of Japanese quinine here, and what this may mean to the Dutch industry of the future if high prices are maintained, particularly remembering the rumors of a proposed Japanese cinchona industry in South America heard a year back, certainly ought to determine the course of the Dutch monopoly. To go on as at present is to invite bigger competition and increasing loss of business for the manufacturers, and eventually ruin for the Java cinchona planters.

The recent reduction by the Big Three, and the two American makers, was hailed as a surprise in some parts of the American trade. The cut had been looked for in quinine circles here for weeks, and came as no surprise. A realization that quinine prices have been too high was very evident, but American factors have been powerless to change the situation. At the door of the Dutch manufacturers, the whole fault can be placed, and justly so, for on the Dutch price of quinine and Java

supplies of bark do American prices depend. Consumers have not forgotten twenty cent pre-war quinine. The demand for lower prices is ever present. The case of quinine is solely and strictly up to the Dutch manufacturers,—the American makers are powerless to aid,—and, unless the price is brought down, and the present policy thrown overboard, ten years or so may find the complexion of the world quinine monopoly very materially changed.

#### POTASH, DYES AND BUSINESS

The American potash industry is in a position similar to that of the dye industry, so far as protection against foreign competition is concerned, and the one-time friends of the potash producers seem to have deserted them just as the textile manufacturers have deserted the dye makers, now that German colors are available to some extent. Leading fertilizer companies are accused of "betraying" the American potash industry by signing contracts for German potash, which is said to have been offered below cost in order to control the American market, shut out American producers, and end the possibility of competition. When the American industry is dead, it is believed, the German Syndicate will advance prices and recover whatever is lost on present contracts.

It will be recalled that textile interests were enthusiastic for an American dye industry when supplies from Germany were cut off by the war. While German potash was not available the fertilizer manufacturers encouraged American production. Now business is business, and potash can be bought from the Germans, delivered in this country, at prices far below the cost of production in America. Although German colors cannot be dumped here, as they are in South American countries and in Japan, they are available from importers who were able to convince the Dye and Chemical Control Section that similar dyes could not be obtained in this country, have accumulated stocks of some size. If certain Senators, who represent important textile interests, can convince Congress that the textile manufacturers cannot get needed supplies from American dye makers, the licensing system will be abolished, and Germany will again dominate the dye market, just as she now has again obtained control of the American potash market.

Are Congressmen so blind that they cannot see the effect of this form of competition which means ruin to other American industries as well as to potash and dye making in this country? Without adequate protection against the underselling methods practiced by the Germans, no industry can long survive. As we to sacrifice our independence for the temporary advantage of low prices, which will last only until competition is killed?

#### CUBA'S CALL FOR HELP

No one questions the news which is cabled from Cuba that business in the Island is dead, that people are suffering for want of the necessities of

life, that many institutions are threatened with financial ruin, and in consequence cannot pay the huge sums due American manufacturers and exporters. We know something is wrong, because friends of many years standing write to us about these conditions, and many American houses doing business with Cuban firms complain that collections are slow and in some cases impossible. What is fundamentally wrong? Is the situation due to the world trade depression brought on by the European war, or is the cause to be found in an economic blunder for which the Congress of the United States is in part responsible?

Dr. Ernesto Sarra, head of a leading Havana drug house, says the Emergency Tariff Act establishing prohibitive duties on Cuban sugar, is the cause of the decline in sales of American goods to Cuban merchants. If continued in force, Dr. Sarra declares, it will totally ruin Cuba. He claims that we are sacrificing this important market to favor a few American sugar producers. Cuba's great asset is sugar, just as nitrate is Chile's chief financial resource, and when either country loses a market for its principal product, financial troubles at home are the result.

The Cubans want the provisions of the Emergency Tariff relating to Cuban sugar removed. They realize, however, the difficulties in the way of revision of this emergency measure while a permanent tariff bill is pending and Dr. Sarra offers a suggestion which has the merit of being equally advantageous to the United States and Cuba. Dr. Sarra's proposition is:

That we negotiate and establish a mutual American-Cuban Reciprocity Treaty, or modus vivendi, providing a preferential 60 per cent discount on duties on American goods entering Cuba, and 60 per cent discount on Cuban goods entering the United States.

The United States took Cuba under its wing in the storm and stress of its fight for independence, and we are morally responsible to protect the Island against conditions that threaten disaster to the Republic, ruin of its industries, and suffering for its people.

"Denatured alcohol, Formula No. 6, an anti-freezing product used in the mixing of automobile oils, is in good supply, but weather conditions have been against the market." A daily newspaper makes this announcement. Another startling discovery of an entirely new use for denatured alcohol, has apparently been made by a newspaper reporter, one of that group of progressives who discover annually more new chemical products, and uses therefore, than all the scientists in the world put together.

Russia is accused of paying 10,000 Hungarian kronen to a Hindu agitator and bomb maker. It costs a lot to disturb the British Empire until you translate it into nine American dollars, and then we wonder if Hindu agitators wouldn't be a cheaper way of eliminating competitors in the chemical industry than some of the methods now in vogue.

## Modern Stock-Keeping Methods

## *The Perpetual Inventory Applied to the Problems of the Chemical and Drug Industries*

By D. OLIPHANT HAYNES, Jr.

Good, old-fashioned annual inventories—counting, recording, valuing every drum, carboy, barrel and bale on the premises—is bad in the chemical industry and worse in the drug trade. In no branches of business is this twelve-month job a true "hinderatory" and nowhere more than in these fields is a simple, accurate, labor-saving method of stock and cost records necessary. Out of his wide experience as Vice President of the Haynes Corporation, production engineers of Chicago, the author applies in this article the principles of a tested, modern method to drug and chemical conditions.—The Editors.

**B**ECAUSE of the multiplicity of items and the fluctuating price of almost all of these, inventory and cost recording in the chemical or dye plant, in the pharmaceutical house, in the warehouse of the drug or oil dealer, in the stock room of the chemical merchant or wholesale druggist, is of necessity a "job" of more than usual complexity.

Under the impetus of the annoyance and actual loss occasioned, many executives are every year mitigating this evil by keeping their stock records perpetual.

Not many years ago this type of inventory was scoffed at as "new fangled", but it has so often demonstrated its value that it cannot be now considered an experiment. The necessity of having an inventory figure to use in closing the financial records of a concern for annual statement purposes often overshadows other important advantages to be gained if this figure can be arrived at without undue effort. These advantages are best appreciated when one knows the operation of a method for keeping perpetual inventory.

Accountants use the term **perpetual inventory** in two different senses—which is apt to be confusing to business men. An inventory, may be either a money value inventory or a quantity inventory. In the financial

cial records of a concern there is always found an asset account called the Inventory, Merchandise, or similar catch-all account into which are charged the invoice values of all material purchases. When the books are so kept that this account is relieved, that is credited with all withdrawals from stock, a perpetual money value inventory is maintained.

On the other hand, a stock record showing the quantities of the various materials on hand to which materials purchased are added and those withdrawn are subtracted is the accountants quantity perpetual inventory.

In rare cases the money value is also kept in the stock record, but here again no distinctive name is used to distinguish between such a record and those just described. In this latter case the money value stock record becomes a collection of subsidiary accounts, the net results of the changes taking place being reflected in the stock records in the controlling inventory account in the financial records. The rub comes in keeping the subsidiaries and control in step, and if this can be accomplished the complete perpetual inventory is a fact.

It would be too broad a statement to say that a perpetual inventory can be satisfactorily installed in

### *A Record Which Plays the Triple Roles of a Perpetual Stock Record, a Source of Information for Costing Requisitions, Sales etc., and a Check on the Stock Clerks*

**any** business. In fact in some plants it becomes an unnecessary burden, as, for example, where the materials used in the process of manufacture are of such a character that they can be easily and accurately inventoried. The lack of such a record increases some of the difficulties presented in solving the cost problem, but for the purposes of closing the books and drawing off a financial statement, the perpetual stock record as we now understand it becomes unnecessary. If, on the other hand we are not dealing with the ideal, certain fundamental conditions must hold before it is possible to make an accurate material accounting. Before a perpetual inventory can approach any degree of accuracy the following plant conditions and standard procedures must either exist or be provided for:

1. All stock must be kept in storage places under the control of a Stock Keeper, unless it is of such a nature that workmen are unable to put it in production without proper authority.
2. Materials received at the plant, whether actually taken into the stock room or put directly into process must be reported to the Stock Record Clerk with their disposition.
3. All materials must be issued only on properly authorized Stock Requisitions.
4. Stock Records should not be kept in the stock rooms. Soiled, sloppily kept records invariably result. Then, too, the information kept on the cards must be available to the Cost Clerk.
5. Some method of cost finding must be employed for obtaining the manufactured cost (material, labor and plant overhead) for both primary and by products, in order that when these are received back into stock, either for sale or further use in a manufacturing process, the correct unit cost may be assigned to each different item.

In order to follow the operation of the perpetual inventory it is necessary to illustrate the most important forms. There is always a danger in doing this against which it is best to warn the reader. The successful operation of any form depends entirely upon its being designed to fit the actual conditions under which it is to be used and a form drawn by way of illustration should not be taken as is, without careful study having been made that it will function properly. It is far better to grasp the purposes of a form and then design one to meet the practical condition of the plant rather than to try to incorporate a form only to find later that it does not fit. For example, the perpetual stock record form given may be designed either as a card or as a loose leaf sheet. The number of separate withdrawals from stock in any given period will determine whether many or few entry spaces should be left under the column to be used for each lot received. A careful consideration of the operation of the form will suggest other points to be borne in mind when designing for a particular plant.

## Perpetual Stock Record Plan

A perpetual stock record is kept for each different kind and grade of material. As receipts are reported to the Stock Record Clerk he makes an entry on the sheet at the head on one of the columns, showing from whom the goods are received, the date, unit price and quantity. It is always a question which must be established as a definite policy whether the unit price shall include the cost of transportation, or simply the invoice cost. This will depend entirely upon the proportionate cost of transportation as compared with the unit cost. If the ratio is small the carrier charges may be absorbed in the general overhead of the plant, but it is easily appreciated that it is not

equitable to do this if the charge is large per unit of material. As withdrawals are made from stock the stock requisitions are posted to the record as illustrated and it will be noted that a continual balance is kept so that the Stock Record Clerk knows when he has exhausted any particular lot.

As a tie up with the cost finding method the form illustrated operates on what is known as the assignment plan. That is, material costs are assigned to withdrawals in the same sequence and quantities as purchased. Thus, in the example given, 10,000 lbs. of Acetic Acid are purchased from B-J Co., December 1st at a price of  $2\frac{1}{2}$ c a pound. Withdrawals from stock are made on the 6th, 8th and 12th. These withdrawals are all priced at  $2\frac{1}{2}$ c even though an additional lot of acid is received on the 9th from C. C. at a price of  $2\frac{3}{4}$ c. In short then, until the lot pur-

*It is a Fundamental Principle in Keeping an Inventory  
Perpetual that Materials Shall be Issued Only  
on Properly Executed Stock Requisitions.*

*On Properly Executed Stock Requisitions*  
chased at  $\frac{2}{3}c$  is exhausted the new price of  $\frac{3}{4}c$  is not used. This does not preclude the actual physical mixing of the two lots and the Stock Clerk is at liberty to issue from either lot, provided they are of the same grade, but the paper records of the two lots are kept distinct and handled as described. It will at once be obvious that this method of assigning costs involves far less clerical effort than the method of averaging which is often met, where each new lot received at a price differing from that already on hand must be averaged with the old in order to arrive at a new average unit cost for the entire supply.

## Returns, Thefts, and Discrepancies

If more material is withdrawn from stock than is needed for a particular process it becomes necessary to issue a stock credit slip, which credits the original work order with the material and charges it back into stock. The Stock Record Clerk can best handle such receipts by entering them in red ink on his record and adding the amount so returned, instead of subtracting it. In all records of this kind the personal equation is a factor which has to be taken into consideration. In addition to the possibility of posting to the wrong record, some materials are apt to be stolen, even with the most careful supervision. On these accounts the Stock Record Clerk should call for frequent physical checks by the Stock Clerks so that these errors may be minimized and discrepancies investigated and accounted for. At the same time this continual check keeps the records in such condition that the necessity for interrupting production for inventory purposes is obviated.

Some confusion is caused by inventory adjustments and it will be advisable to cover this point. At the

(Continued on Page 1340)

## Changes in Quinine Policy Expected

**Suggestion of Dutch Quinine Producers For An Extension of Contract With Cinchona Planters Until 1929, May be Forerunner to Lower Prices and Bigger Production—Japanese Competition Big Factor In American Markets—Without Change Java Planters Face Ruin—Will Proposed Planters' Quinine Factory Materialize? An Overproduction of Quinine Which Should Be Liquidated—At Present Rate of Consumption of Quinine, By 1923 Bark Growers In Java Will Find Demand For Only Half Their Normal Production**

American manufacturers of quinine reduced their quotations late last week on receipt of cable advices from Holland giving lower prices on cinchona bark, and the announcement of a reduction in quinine by the Big Three, Amsterdam, Maarsden, and Bandoeng. The losses of business which both the Dutch and American manufacturers have suffered in this market for a year or so back as a result of the lower priced Japanese quinine, have made deep inroads into the volume of quinine formerly sold by the first named two. The reduced demand for quinine all over the world, and the ability of the Japanese manufacturer to undersell, have brought about the need for a material change in policy on the part of the Dutch interests, which is undoubtedly appreciated by the latter. The first step in the renewal of the contract between Java planters and the manufacturers for another five years from January 1, 1924, evidences the intention to prepare the foundations of the Dutch quinine industry for a material change in policy.

The conduct of the quinine business by the Dutch during the past few years has been of the very type which would best invite competition. High prices maintained, and output restricted as a consequence of the smaller demand due directly to the high price, are the factors which it is believed, a new policy on the part of the Dutch interests will attempt to correct. The foothold which Japanese quinine has secured, is unquestionably due directly to the high prices. It is very doubtful if Japan would continue to ship quinine here if the Dutch material were available at 25c or 35c an ounce, or American manufacturers permitted to secure bark so as to sell at figures approximating this level. The industry, and price, have evidently been too well controlled from Amsterdam for its own good. Of course, Java still supplies the Japanese producer with bark, notwithstanding reports that Hoshi has been using South American bark, and through this medium may have some hold on the industry in Japan. This hold, however, has not prevented the Japanese from securing the lion's share of the American business for the past year and a half, by the simple expedient of straight underselling. The remarkable part of the whole situation is that further competition has not sprung up elsewhere other than from Japan.

The drug press of England and the Continent has insisted for some time that the price of quinine has been too high. They can see little outside of ruin for the Java cinchona planter unless the price of quinine is brought down and the industry established on a more solid basis. It has been pointed out that the hope of Java as far as cinchona is concerned, is to produce a large quantity of bark to be made into cheap quinine with a big sale. To continue the present policy of maintaining a high price with a small

output, spells eventual failure for the bark growers. Outside of inviting further competition from other portions of the world outside of Japan, its effect on the manufacturers is not likely to be quite so detrimental. When it is pointed out that with present demand for quinine, the end of 1923 will find the Dutch manufacturers with sufficient bark on hand to take care of their total requirements for a whole year without additional supplies from the planters, the position of the latter can be appreciated. According to some opinions, there is to-day a big overproduction of quinine, and the only way to stabilize conditions in the industry, is to liquidate these holdings, bring down prices, and place the production on a normal basis.

### Manufacturers Propose New Contract

Fully two years before the present contract between the Java cinchona planters and the quinine manufacturers expires, the latter have made representations to the planters for a renewal of the contract for an additional five years extending from January 1, 1924 to December 31, 1928. A majority of the Java cinchona growers are reported in favor of accepting the offer of renewal as made by the manufacturers, with some modifications. The threat of the Java bark planters to establish their own factory, and manufacture quinine, either crude or refined, has been the prime mover, undoubtedly, in causing the manufacturers to hasten to close a contract for an additional five years. The complications which would very probably arise if the planters undertook to establish their own factories, especially if they contemplated the production of crude quinine sulfate and its sale as such to the manufacturers, constitute the chief reason why the planters are evidently inclined to accept the quinine manufacturers' proposal.

On the other hand, some European comments on the new proposal can see little outside of a crippling of the Java cinchona bark industry by the suggested arrangement of the manufacturers. With the quantity of bark purchased by the manufacturers, to be determined by the quantity of quinine sold, the probability is that by 1924 only half of the present annual production of bark will be taken up for manufacture into quinine. Estimates indicate that with the expiration of the present contract in 1923, the bark in the hands of manufacturers will be sufficient to take care of all their needs for fully a year, with the possibility of throwing all the 1924 production of bark back on the cinchona plantations. With a reduced output of quinine by the Java factories during this period, which is considered inevitable unless the price is brought down materially, by 1925 the Java planter will in all probability find an outlet for only about half of his annual crop. A continuation of the high prices which are at present ruling, and a curtailment of the outlet, are the two factors, which, it is pointed out by critics of the Dutch quinine policy, will eventually demoralize the situation in several ways, the main one being the opportunity presented to the Japanese manufacturer to enlarge on his already well established foothold in the quinine markets.

According to the "Chemist and Druggist" of London quoting from the "Algemeen Landbouwweekblad voor Nederlandsch-Indie", the proposed changes in the contract between the planters and the quinine manufacturers, are given as follows: "Under the terms of the present contract the planters receive 50 per cent of

any profit realized by the sale of quinine sulfate when it exceeds 20 fl. per kilo; on the other hand, the profits realized by the sale of the other alkaloids extracted from cinchona bark are retained entirely by the quinine manufacturers. The latter now propose to grant a share amounting to 60 per cent on the profits resulting from the sale of quinine sulfate at a price exceeding the standard price, and in addition the planters are to participate to the extent of 60 per cent in the profits derived from the sale of the secondary cinchona alkaloids. This represents a concession to the planters. The second suggested alteration, however, is the one which causes the most uneasiness among planters. Under the present contract the manufacturers are obliged to accept delivery from the planters of a fixed amount of bark, the amount in question corresponding to a yield of about 500,000 kilos of quinine sulfate. The planters receive, in payment for the bark supplied, a sum of 12fl. per kilo of quinine sulfate contained, and, as stated above, are entitled to 50 per cent of the profits realized should the sale price of quinine sulfate exceed 20fl. per kilo."

#### MAY TAKE UP TARIFF BILL AT ONCE

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 21.—The tariff situation has changed very materially in Washington recently. Whereas there was a very determined effort to "stall" off the enactment of the tariff bill possibly until after the November elections, the effort now is to enact the bill into law as early as possible so that it might be operating smoothly before the November elections. There is no question that Congress has learned that industry is not willing to wait indefinitely for a tariff law and therefore the very sudden change.

In spite of this apparent desire on the part of Congress to rush the tariff bill, those who are in closest touch with the situation feel that it will be at least May 1 before the bill can become a law. The reasoning which has been used in this connection is that the Finance Committee will complete its hearings on the bill by Jan. 1, and that it will then take at least a month for the committee to rewrite the bill. This brings the time to Feb. 1.

The Senate will consume at least a month in discussion of the bill on the floor, which will bring the time to March 1. In view of the length of the bill and the great number of changes which will be made in the bill by the Senate, it is certain that the bill will be in conference for at least a month, bringing the time up to April 1. The bill then has to go to both the Houses of Congress for acceptance of the conference report, and in view of the many changes which will undoubtedly be made in the bill, and allowing for the enrollment of the bill, this will undoubtedly take until May 1.

#### LOSS HEAVY ON CELLULOID PLANT

Insurance on the plant of the Celluloid Co., of Newark, N. J., which was damaged by fire on Dec. 1, was carried by fourteen companies and amounted to \$5,680,000. The loss is uncertain. The adjusters are having difficulty in estimating the damage. The fire started in the warehouse and fumes from acid used in the manufacture of celluloid spread through other buildings, damaging large amounts of finished celluloid. Some of this is a total loss, while some is being reconditioned. The buildings are of improved construction and sprinklered. Until a few months ago the owner did not carry insurance on the buildings, considering it unnecessary. The loss on buildings is reported as not very heavy, but on stock it is large. The insurance companies wrote various amounts from \$100,000 to \$600,000 each.

#### DR. WILLIAM H. NICHOLS DISCUSSES FUTURE PROBLEMS OF THE INDUSTRY

Chairman of Allied Chemical & Dye Corp. Emphasizes Foreign Competition and Labor Problems in Talk Before Business Paper Editors at the Chemists' Club

Industrial progress in the future and consequent prosperity was forecast at a meeting of the Editorial Conference of the Business Publishers' Association held at the Chemists' Club Friday, December 16, by two recognized authorities who spoke on the general subject of the business outlook. Theodore Price, editor and economist, discussed the financial aspects of the present situation and Dr. William H. Nichols, chairman of the Allied Chemical and Dye Corporation, the industrial phase of the subject.

"I am a confirmed optimist," Dr. Nichols said, "and a great believer in using difficulties as a stepping stone to greater achievement; but nothing is gained by shutting our eyes to difficulties till we stumble over them and get a tumble. No man knows positively what the future holds; but we can go ahead step by step, and it is useful to look the difficulties plainly in the face."

The foreign exchange situation; the formation of the great German cartels and "roof-trust"; the uncertainties of legislation, affecting particularly taxes and tariffs, were all problems of the immediate future which he pointed out, and he especially stressed the broader aspects of the labor problem.

"There are thousands of men," Dr. Nichols continued, "who honestly believe that the less work they do the better off they are. They preach the curious doctrine of the wisdom and profit of inefficiency. They do not appreciate that the greater the success of the company they are working for, the greater their own success will be. If we could get a sound appreciation of this fact into the consciousness of Americans, we could, with our great resources, our inventive skill, our executive ability, and our abundant capital, meet the whole world in competition, and while paying unheard of wage scales, become the greatest manufacturing nation. Unless some Moses can lead us out of the wilderness of foolish fighting into the promised land of cooperation, we had best give up manufacturing, and become again an agricultural nation."

Mr. Price, briefly pointed out that the period following every great war has invariably been a period of great prosperity, and that if all history means anything at all, it prophesies good times for the future. He expressed the opinion that according to Graham's Law the greatly depreciated currencies of Central Europe will gradually disappear, and he pointed out the insistent demand in many countries for payment in American dollars.

#### WOOD CHEMICAL ASSOCIATION MEETS

(*Special to DRUG AND CHEMICAL MARKETS*)

Buffalo, N. Y., Dec. 20.—Reports from the Ways and Means Committee and the Secretary-Treasurer were received at a meeting of the National Wood Chemical Association, held at noon on December 15, at the Hotel Iroquois. Routine business was transacted and an informal report of progress from the Research Committee was accepted.

Perfumery, cosmetics and toilet preparations imported by Canada, during October, were valued at \$91,099 of which \$6,512 was from Britain, \$37,679 from the United States, and \$46,908 from other countries; as compared with total imports of \$96,792, during October, 1920, of which \$7,542 was from Britain, \$46,647 from the United States and \$42,603 from other countries.

## Color-Fabric Test Upholds American Dyes

**Report to Joint-Committee of Garment Manufacturers, Piece Dyers, and Dyestuff Manufacturers Shows Bisque Color Can Be Produced Fast on Silk. Committee to Extend Scope and Will Conduct Definite Tests on All Textile Fabrics—Next Meeting January 13.**

Complete justification of the statement of American dye manufacturers that light colors can be produced fast on wash silk materials for manufacture into women's waists was submitted to the Joint-Committee organized by David N. Mosessohn, executive director of the United Dress Industries, in a report submitted at a meeting held Thursday, Dec. 15, at the offices of the United Waist League, 29 East 39th st., New York.

The waist manufacturers have had a great many complaints and suffered losses because waists dyed bisque, which is one of the most popular colors, had been returned to them. The piece dyers at a previous meeting maintained that bisque color could not be produced fast, which statement was challenged by representatives of the American dye manufacturers. In order to test this specific instance, samples were collected of dyed and not-made-up bisque georgette, and waists which had been returned, faded to a light blue shade. Accompanying the following report were samples from two American manufacturers who matched the bisque shade of the unfaded material and whose wash tests, which far exceeded the washing requirements ordinarily placed upon fine waist material, demonstrated conclusively that this color can be produced fast.

### Report to the Dyestuff Committee

At the meeting of dress and waist manufacturers, dyers, and dye manufacturers, called by Mr. David N. Mosessohn, Executive Director of the Associated Dress Industries, last summer, the waist manufacturers submitted definite complaints as to the fastness of light shades and of black and navy blue on georgette, crepe de chine and similar waist materials. The dyers maintained that these colors could not be produced of satisfactory fastness. The dye manufacturers claimed that these colors could be produced of satisfactory fastness with American made dyes.

The writer of this report offered through "Drug & Chemical Markets," as a disinterested organization, to collect definite facts. The following report and attached samples are submitted for your consideration:-

Particular complaint was made of bisque color, and since this is a shade admittedly difficult to produce fast, it was selected as the most rigorous test for the fastness of American-made dyes.

The United Waist League furnished a piece of georgette dyed a bisque color, together with four waists made up from this material, which had been returned to the makers from retailers whose customers had thrown back the goods because the color had faded. Samples of the dyed and unwashed material, together with a waist were sent to different American dyestuff manufacturers.

In each case, the dye manufacturers have matched the shade and submit samples of the material dyed according to their own formula, with their own American-made dyes, together with pieces which have been washed, and which, as the samples show, do not change color in neutral soap solution.

Both of these reports show:—First, that the color on the original material washes out easily with neutral soap in warm water. Second, both of the samples of the matched material—dyed with American dyes—have been submitted to much more vigorous treatment than any woman ordinarily gives a georgette waist, with the following results.

On Sample A—the material shows no fading whatever when washed in neutral soap at 150° Fahrenheit. It shows very slight fading when boiled for two minutes in a neutral soap solution.

On Sample B—the material shows no fading whatever when treated for five minutes in a neutral soap solution at 160°.

These results demonstrate that bisque color can be produced with American dyes on georgette, or any similar silk material, which is quite fast to more than the ordinary washing process for this material.

Bisque color, like almost all shades used in waist materials is a mixture or blend of two or more dyestuffs. In the case of bisque, the colors yellow, brown, and blue are customarily used. As the chemist of one of the American dye manufacturers says in his report, "The trouble is that whoever originally dyed the material used a red or brown or combination that had no fastness to washing whatever." The other chemist reports, "From the various experiments, obviously the dye used in the original material is unsuitable for the purpose. We cannot give the details of the same without a particular sample of the dye used."

In conclusion, these tests demonstrate strikingly the fact that this most difficult shade on very delicate materials—a shade and materials about which the waist manufacturers have received

numerous complaints—can be dyed fast for waist materials with dyes produced by at least two different American makers. The results show that dyers can produce bisque from American dyes, if they use the proper types of dyes properly.

This is the first definite material and color test of this kind which the Committee has undertaken and, in submitting this report, I want again to offer our services to conduct similar tests for any colors on any textile materials. Respectfully submitted,

(Signed) WILLIAMS HAYNES

Dec. 15, 1921.

For the Committee.

The Joint-Committee which is conducting these tests is organized under the chairmanship of Samuel Florsheimer, of Samuel Florsheimer and Bros., and is composed of representatives of the waist, dress, and other garment manufacturers, of the piece dyers, of the silk manufacturers, of the Color Card Association, and of the American dye manufacturers.

The unanimous opinion of the committee, after hearing this report, was that waist manufacturers are in a position to demand colors fast to ordinary washing in georgette, crepe de chine, and similar materials, and it was voted that copies of this report should be sent to the members of the various organizations represented at the conference and to the piece dye works.

It was also decided that the chairman should appoint sub-committees from the members of this committee, according to their trade and industrial interests, and that these small committees collect typical examples of unsatisfactory color, and submit the same, with samples of the original material and a piece of the undyed goods if possible, to the committee, and further, that these small committees draw up standards of fastness for the ordinary color requirements of their particular trade. In this way the work of the joint-committee is to be extended, and tests will be conducted for representative colors on all types of textile materials. A committee of two was to be appointed to suggest a more suitable name for the joint-committee, and to work out a plan of future permanent organization.

Among those present at the conference Thursday were:

W. T. Joyce, United States Finishing Co.; Wm. R. Corwine, American Dyes Institute; G. M. Reader, National Silk Dyeing Co.; H. J. Kenner, Associated Adv. Clubs of the World; Adolph Mueller, Textile Color Card Association; Elvin H. Killheffer, Newport Chemical Works; Leo Kriegsman, Brill and Kriegsman; Williams Haynes, DRUG & CHEMICAL MARKETS; Jay A. Einstein, Betty Wales Dressmakers; David N. Mosessohn, Associated Dress Industries of America; M. Mosessohn, United Waist League of America.

### SYNTHETIC CAMPHOR FACTORY TO RE-OPEN

Large consumers of camphor were in Wilmington last week discussing with officials of the Du Pont Company plans for the resumption of operations in the latter's synthetic camphor factory at Deepwater Point, Del. This plant has a capacity large enough to meet a great part of the requirements of the pyroxylin plastic manufacturers of the United States who were represented at the conference by N. M. Clark, vice-president of the Celluloid Co.; H. R. Bemis, The Fabriloid Corp., and B. W. Doyle, treasurer of the Viscoloid Co.

W. J. Wayte, Inc., chemical engineers and contractors, of 125 East 46th st., has filed schedules in bankruptcy, listing liabilities of \$81,233 and assets of unknown value. Principal creditors listed are Morgan Eng. Copany, \$10,000; Columbus Sugar Company, \$5,000; Westinghouse Electric and Manufacturing Company, \$4,219; T. Shriver & Co., \$6,725; W. J. Wayte, \$7,414.

### SALESMEN HOLD CHRISTMAS DINNER

**Entertainment Committee Disguises Menu In Chemical Terms**—Richard H. Lee answers the Question "Does It Pay To Be Honest?"—January Dinner Committee Named.

"Honesty pays in the cash drawer," was the answer of Richard H. Lee, of Chicago, general counsel of the Associated Advertising Clubs, to the question, "Does it pay to be honest?" put him at the Christmas Dinner of the Salesmen's Association at the Drug and Chemical Club, Dec. 19.

Mr. Lee demonstrated at length that the utmost honesty in business is good sound business policy, and, in proving his point, went very interestingly into his experiences in bringing to justice Bidwell, Van Auken and others who were guilty of fraudulent advertising.

The responsibility of the salesmen as representative of his employer in presenting him and his business before customers, and the responsibility of each advertiser to every other advertiser in keeping faith with the public were duly stressed. The speaker's advertising creed was expressed in three statements: "The public has a right to believe the printed word of advertising. The advertiser must make his copy truthful to make it effective. The publisher must censor copy that his readers may get the truth for the only thing a publisher has to sell his advertisers is reader confidence."

Great credit is due P. C. Magnus, chairman of the entertainment committee, and his assistants, Messrs. Seeley, Levy, Dunning, Bode, Anthony, and Goff, for a highly successful entertainment and dinner, which set a precedent other committees will have difficulty in equaling. Especially interesting was the entire menu disguised in chemical terms.

The entertainment committee appointed to plan the January dinner consisted of Edward VanBerlow, of Wilkes, Martin and Wilkes, chairman, J. S. Cooke, Calco Chemical Co., Harry Stebbins, Powers-Weightman-Rosengarten Co., D.H. Killeffer, DRUG & CHEMICAL MARKETS, and A. M. Hopper, Mallinckrodt Chemical Works.

### MEXICO RAISES DUTY ON MEDICINES

(*Special to DRUG & CHEMICAL MARKETS*)

Washington, D. C., Dec. 21.—A revision of Mexican import duties has been ordered by a decree, effective Jan. 1, according to a cable received by the Department of Commerce from Mexico City. The advances as ordered by the Minister of Finance are for revenue purposes and consist of increases of 25 to 100 per cent over the duties now in effect.

The duties on medicines, pharmaceutical preparations and chemicals not specified are to be increased by 50 per cent and the duties on medicinal soaps, scented soaps and unscented toilet soaps to be increased by 100 per cent.

The marriage of Miss Linn Merck, a daughter of Mr. and Mrs. George Merck, of Llewellyn Park, West Orange, N. J., and George W. Perkins Jr., a son of Mrs. George Perkins of New York and Washington, D. C., took place last week at Grace Church. Only members of the immediate families were present at the ceremony and later at the small reception at the home of Mr. and Mrs. George W. Merck.

The Federal Budget provides for an appropriation of \$40,000 for the Geological Survey in its efforts to locate potash deposits; \$20,000 for the Bureau of Chemistry in its insecticide work; and \$10,000 for the Bureau of Standards with reference to dyes, inks and pigments. These are in addition to the appropriation of \$1,500,000 for the Chemical Warfare Service.

### WARNING TO WHOLESALE DRUGGISTS

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 21—Sales of alcohol by wholesale druggists regardless of quantity must be in original stamped packages according to the Bureau of Internal Revenue. In that connection, R. A. Haynes, prohibition commissioner, is sending out the following announcement:

There is apparently considerable confusion among wholesale druggists relative to the restrictions on wholesale dealings in alcohol imposed by T. D. 3206. Some wholesale druggists, appear to adhere to the view, in spite of announcements to the contrary, that if they hold stamps as retail liquor dealers under the Internal Revenue Laws they are entitled to sell alcohol in unstamped broken packages. This is not the case.

The wholesale druggist is, like other persons dealing in liquor subject to double restrictions and obligations, (1) under the Internal Revenue Laws, and (2) under the National Prohibition Act. The obligations and restrictions imposed by the Internal Revenue Laws are in addition to and independent of the obligations and restrictions imposed by the National Prohibition Act. Discharge of the obligations and compliance with the restrictions imposed by the Internal Revenue Laws confers no immunity from the obligations and restrictions which the National Prohibition Act imposes.

Under the Internal Revenue laws a wholesale druggist must pay tax as a wholesale liquor dealer if he sells alcohol in a quantity of less than five wine gallons or over. If he sells alcohol in a quantity of less than five wine gallons he must pay tax as a retail liquor dealer. Payment of one or both of these taxes confers no privileges, rights, or immunities under the National Prohibition Act. On the other hand the securing of a permit under and compliance with all the requirements of the National Prohibition Act confers no right to do business without making returns, paying taxes, etc., as the Internal Revenue laws require.

Before the wholesale druggist can sell alcohol in any quantity under the National Prohibition Act he must receive a permit. A wholesale druggist as such can be given a permit to sell alcohol or any other liquor at wholesale only. A permit to sell liquor at retail can be issued to a retail druggist only. However, the five gallon line of demarcation imposed by the Internal Revenue Laws, a purely artificial and arbitrary standard adopted for taxing purposes only, does not apply to the National Prohibition Act. Under the latter Act the line of demarcation between sales at retail and sales at wholesale is that fixed by ordinary trade practice. Any sale, whether of more or less than five gallons, which is a sale at wholesale under ordinary trade practice, is a sale at wholesale under the National Prohibition Act and may, so far as the National Prohibition Act is concerned be made by one having a permit to sell at wholesale. However, one operating under a permit authorizing him to sell liquor at wholesale is subject to all the restrictions which the National Prohibition Act and the regulations issued thereunder impose on sales at wholesale, regardless of any taxes he may pay.

In short, the requirement that sales of alcohol at wholesale shall be in original stamped packages only is binding on everyone operating as a wholesale druggist regardless of the quantity sold, and regardless of any payment of taxes. All sales of alcohol by a wholesale druggist as such must be in original stamped packages only. Any quantity of alcohol less than five gallons supplied by a wholesale druggist must be in one gallon stamped containers.

### HEYDEN CHEMICAL LOSS \$778,000

The loss on the Heyden Chemical Co.'s plant at Garfield, N. J., by the explosion which occurred last week, is estimated at \$778,000, of which \$400,000 to \$500,000 is on stock and equipment. The insurance amounted to \$1,025,000 on buildings and contents, and \$438,000 on use and occupancy. The fire started in the sublimer building which was destroyed, but a 50,000 gallon wood alcohol tank was saved.

A verdict for \$1,803,364.05 has been awarded the New Idria Quicksilver Mining Co. of California, against the British-American Manufacturing Company of New York in the United States District Court, at Providence, R. I. The verdict follows ten days of testimony in the \$2,500,000 suit of the New Idria Company, which alleged that the British-American Company had entered into a contract with the plaintiff company for the purchase of about 11,000 flasks of quicksilver, but failed to fulfill the agreement.

The Ault & Wiborg Chemical Co., New st., Cincinnati, has acquired the plant of the Cockburn Corp., Monmouth and Twelfth sts., Jersey City, and will occupy the property immediately. The present plant equipment, used for machine and mechanical work, will be sold.

## Business Briefies

The Chemical Utilities Co. of Cincinnati, has leased a four-story building at 19 East Canal Parkway, for three years, and is planning to extend its operations.

The Central Chemical Co., Hagerstown, Md., has taken over the plant of the D. B. Martin Co., manufacturer of fertilizers, 1630 Clinton street, Baltimore.

Thomas W. Miller, Alien Property Custodian, favors holding all property in this country belonging to former enemies until suitable provision is made for the satisfaction of American claims.

The Ninth National Foreign Trade Convention of the National Foreign Trade Council will be held in Philadelphia on May 10, 11, 12, according to the announcement of O. K. Davis, secretary of the Council.

The Interstate Commerce Commission has suspended until April 14 the operation of schedules, which proposed increased rates on refined sulfate of magnesium (epsom salts) from eastern and Virginia cities to Johnson City, Tenn.

Judge J. B. Whitmer, in the District Federal Court at Gettysburg, Pa., on December 9 granted the application of the Porter Chemical Co. of Hagerstown, Md., for a temporary injunction against the American Drug and Chemical Co. of Gettysburg, for alleged infringement of copyright.

The American Cobalt Co., recently organized has arranged to take over the plant of the Cobalt Chemical Co. at Newmarket, N. J., near Plainfield, which has been closed for several months. Among these interested are Serge L. Shulenburg, formerly president of the Russian Railway Commission, in New York, and William A. Fox, 1027 Myrtle avenue, Plainfield, John S. Churms will be superintendent.

The U. S. Court of Customs Appeals has affirmed the decision of the Board of U. S. General Appraisers in upholding the protest of Nagase and others against the Collector's assessment of 15 per cent ad valorem on insect powder under paragraph 385 of the tariff act of 1913. The importers protested that the powder was dutiable at only 10 per cent ad valorem as a drug advanced in condition, falling within the provisions of paragraph 27.

The officers of the Dosch Chemical Co., of Louisville, Ky., are: President, Theodore Dosch, formerly general manager of the Niagara Sprayer Co., Middleport, N. Y.; secretary, Harold March, New York; directors, John J. Raskob, Wilmington, Del., vice-president and chairman of the Finance Committee of the General Motors Corporation and vice-president of the E. I. duPont deNemours & Co.; Howard V. Pear soll, president, State Bank, Williamson, N. Y. The company will have warehouses at Lockport, N. Y. and Rochester, N. Y.

The public will save \$1,500,000 a month as a result of the elimination of the war tax on express shipments, according to George C. Taylor, President of the American Railway Express Co. The Revenue Act of 1921 eliminates the war tax of one cent on every twenty cents and fractions thereof in transportation charges on all express shipments. This tax during 1920 amounted to \$17,502,918. The average transportation charge for each express shipment was approximately \$1.50 and the average war tax for each shipment was eight cents.

### NOT ENOUGH ALCOHOL FOR DEFENSE IN WAR, DECLARES DR. M. C. WHITAKER

**United States Able to Make Only 47 Per Cent of Quantity Which Was Available Before Prohibition—Chemical Engineers Approve Chemical Warfare—Dr. Wesson's Address.**

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Baltimore, Md., Dec. 21.—The sessions of the American Institute of Chemical Engineers, which held its annual meeting here, continued to the end of the week, not even the closing day bringing a let-up in the discussion of scientific papers and delivery of addresses. The delegates, of whom there were perhaps 125, got little opportunity to see anything of Baltimore, apart from the trips to various industrial establishments and the large chemical works.

The outstanding feature of the deliberations was the positive stand taken by the chemists on modern methods of chemical warfare, it being the view of the Institute that the use of poison gas and chemicals had come to stay, and that the Government should do everything possible to foster the agencies engaged in activities that can be easily turned into manufactories of war materials, as the most effective means of defense. A resolution to this effect was adopted and the secretary was directed to send copies to the American delegates to the Conference on the Limitation of Armament, to the President and to the members of both branches of Congress.

Addresses were made by Dr. David Wesson, the retiring president; Prof. Alfred H. White, of the University of Michigan, Ann Arbor; M. C. Whitaker, operating vice-president of the United States Industrial Alcohol and Chemical Co.; Raymond F. Bacon, director of the Mellon Institute of Industrial Research, of Pittsburgh; Maximilian Toch, of New York; Gen. Amos A. Fries, commander of the Department of Chemical Warfare of the United States Army, who spoke during a visit of the delegates to the Edgewood Arsenal, where the poison gas experiments are being conducted.

Dr. Wesson said:

"When Germany started the use of poison gas she did the most logical thing from a civilized warfare standpoint, though international agreements were scrapped. If it is good civilized practice to overcome the enemy by high explosives and shrapnel at an enormous expense, why is it not a better economic proposition to overcome the foe with a gas from which he cannot possibly escape and which can be made and delivered at a very small fraction of the cost of modern armaments?"

Professor White, speaking especially on explosives and fertilizers, sounded a note of warning when he said Germany was attempting to stifle the chemical industry in the United States, making a frantic effort to regain what she had lost during the war. He said: "American chemical industries cannot hope to successfully develop if forced to compete with those of Germany in the open market. A German workman is paid from 50 to 100 marks a day, less than a dollar at the most, with a demoralized currency. With such an overhead that country can cut its selling price to a point far below that for which the American manufacturer can produce the finished product. Germany knows this and this thought is behind all of its moves."

Discussing the necessity for chemical preparedness, and the relation between peace-time industries and the agencies of war, Professor White said: "Disarmament in chemical warfare is impossible unless this country is prepared to forego colors and synthetic drugs, for

the manufacturers which produce these materials are potential munition plants. Germany can at an hour's notice convert her indigo plants into mustard gas plants with a capacity of 800,000 pounds a month. The only safety lies in equality of preparedness.

Dr. Whitaker in his address denounced prohibition as one of the greatest forces making for unpreparedness and also interfering otherwise with the development of the country. He said: "If within the next five years the United States were thrown into a war with a power such as Germany, whose chemical resources have been highly developed, and could within an hour's notice begin turning out poison gases and high explosives, our defeat would be assured. We could not hope to compete with such a power in the production and use of such death-dealing agencies, the factors which will decide the wars of the future. Prohibition has stifled the country's chemical industries, it has killed off its potential powers of defense and offense, it has ruthlessly cut down the bulwark which American chemists might rear for the perpetual protection of the native land at a trifling cost. To manufacture one pound of smokeless powder, one half pound of ethyl alcohol, grain alcohol, is necessary. To make one pound of poison gas the same amount of alcohol must be used. At the outbreak of the last war I made a survey for the Government on the amount of alcohol which the country was producing and, through the fullest use of its manufactures, might produce. At that time I found that our capacity was 650,000 gallons a day, and so reported to the Government. Not a cent was spent to erect new plants to care for this essential industry; it was already there and willing to turn its resources over to the Government.

"But since prohibition and its reign of senseless, fanatical, destructive enforcement, this industry has been more than half destroyed and time only is needed to complete the destruction. Today the United States is capable of producing just 47 per cent of the amount of alcohol that it could have produced before prohibition. Mind you, I do not say it is producing that amount; I say that, with every one of its manufactures running full time, that is all it could produce. The other plants have been killed off and dismantled by prohibition.

"The present methods of enforcing prohibition are most destructive and oppressive. Those in power do everything possible to discourage the manufacture of alcohol for legitimate purposes, not heeding our warning that they are tearing down America's one sure weapon of defense, even though we have complete disarmament. If we were thrown into a war tomorrow we could not have enough alcohol to run it."

#### GEN. FRIES ON CHEMICAL WARFARE

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 21—General A. A. Fries, chief of the Chemical Warfare Service in his annual report to the Secretary of War in part has the following to say regarding the chemical industry:

"Chemical warfare materials, as well as high explosives, are fundamentally bound up with the synthetic organic chemical industry—an important part of the peace life of a nation. The development of this industry automatically provides a nation with the most effective weapon for defense. The nation that has a coal supply sufficient to furnish power and coal-tar products can make all high explosives and war gases needed or that can be used, and with the development of an efficient air service, such a nation can, at a minimum expense, defend its shores against any enemy."

#### Trade Notes and Personals

At a recent meeting of the board of directors of the Allied Chemical & Dye Corp. the resignation of H. H. S. Handy as a director and vice president was accepted. Dr. William G. Beckers was elected a director.

S. Wander & Sons Chemical Co. announces that its entire sales organization has been transferred to New York to Albany. The New York offices have been moved to 21 East 40th street, where the company has about four times the space in its former quarters.

Harry Noonan, president of The Drug Products Co. Inc., Long Island City, N. Y. attended the annual meeting of the National Drug Trade Conference at Washington, D. C. on Dec. 13 as chairman of the delegation representing the American Pharmaceutical Manufacturers Association.

George R. Merrell, Jr., son of George R. Merrell, president of the J. S. Merrell Drug Co., St. Louis, was nominated in Washington, Dec. 7, to be a secretary of embassy or legation of class four. Where he will be sent is not known. Young Merrell is 23 years old and was graduated from Cornell University, last June. He took the civil service examination for the diplomatic service in July.

Among the arrivals at San Francisco on the liner Hoosier State from the Orient on Dec. 10 were L. W. Mekins, of the American Commercial Co., Shanghai; Thomas E. Connor, an importer and exporter of Harbin, Manchuria; C. A. Beklund, with the Standard Oil Co., at Batavia; N. Sheffer, of the Netherlands Trading Co., and C. W. Nickerson, vice-president and general manager of the Seven Seas Trading Co.

General Asphalt continues to hold the center of the market stage as the chief mystery stock of the list. Judging from the company's last earnings statement there seems little justification for the present high selling price of the common. Important interests were said to be buying the stock around 70. In 1919 the high record price of 160 was reached, although no dividends have ever been paid on the stock. This year's low was 39½.

The Eridane Co., Inc., wholesale druggists of Brooklyn, have filed a petition in the District Supreme Court, Washington, D. C., to compel Roy A. Haynes, Federal Prohibition commissioner, to issue a permit to the corporation to deal in whiskey. It is set forth in the petition that application for a permit was made by the corporation Sept. 15 and that a bond of \$20,000 was offered, as required by law. It is further declared that the Commissioner arbitrarily refused to issue the permit and as a result the business of the organization is being ruined.

Imports at San Francisco during the closing week of November included the following: On the steamer China from Hongkong and Yokohama, 1060 barrels peanut oil, 795 bags pepper and 51 packages gambier; on the steamer Mandasan Maru, from Dairen and other Oriental ports, 1769 packages bean cake, 600 packages antimony, 2485 packages linseed, 20 packages isinglass, 7 packages rapeseed oil; on the steamer Honolulu Maru, from Singapore, 34 packages ginger and 550 bags rape seed; on the steamer Arakan, from Batavia, 40 bales cassia, and 721 bags black pepper, and on the steamer San Juan from Kingston, 100 bags pimento, and from La Union 54 pounds hennequin.

DECEMBER 21, 1921]

## DRUG &amp; CHEMICAL MARKETS

1303

## QUOTATIONS ON CHEMICAL STOCKS

	Bid	Asked		Bid	Asked
Actna Expl. ....	10	10½	Heyden Chem. ....	1	1
Actna Expl., pf....	67	68	H'k Electro. ....	55	65
Air Reduction ....	44½	46	H'k Electro., pf....	60	70
*Allied Chem. & D. ....	57½	58	Int. Agricult. ....	7	8½
*Allied Ch. & D., pf. ....	103½	103½	Int. Agricult., pf....	35	36
Am. Ag. Ch. ....	29½	30½	*Int. Nickel ....	12½	13
*Am. Ag. Ch., pf....	58	59	*Int. Nickel, pf....	68	70
Am. Chicle ....	11	11½	*Int. Salt ....	43	50
Am. Chicle, pf....	35	40	K. Solvay ....	60	60
*Am. Cot. Oil....	20%	21	*Mathieson Alk. ....	20	21
*Am. Cot. Oil, pf....	45	47	Merck & Co., pf....	57	62
Am. Cyan ....	15	20	Merrimac ....	77	79
*Am. Cyan, pf....	35	45	Mulford Co. ....	45	50
*Am. Druggists S. ....	4½	5	Mutual Co. ....	150	150
Am. Glue ....	40	50	*National Lead ....	80	81
Am. Glue, pf....	65	70	*National Lead, pf. ....	105	106
*Am. Linseed ....	31	31½	N. J. Zinc ....	124	125
*Am. Linseed, pf....	59	60	Niag. A. pf....	96	100
*Am. Malt ....	12	13	Parke, Davis & Co. ....	83	83½
*Am. Zinc ....	13	13½	Penn Salt ....	65	67
*Amer. Zinc, pf....	39	41	*Peters' Gas, Chi. ....	51½	52
Atlas Powder ....	110	115	Procter & Gamble. ....	69½	69½
Atlas Powder, pf....	69	72	Procter & Gam., pf....	101	103½
British Am. Chem. ....	1	1	Rolling Ch. ....	50	60
By. Prod. Co. ....	57	65	Rol. Ch., pf....	80	90
Carborundum ....	135	135½	Royal Baking Pow. ....	88	95
Carborundum, pf....	115½	116	Royal Bak. Po., pf....	85	87
Casein Co. ....	30	45	Sherwin-Williams ....	520	540
Celuloid Co. ....	10	10½	Stand. Ch. ....	90	100
Celuloid Co., pf....	106	106½	Stand. & Finch ....	37	43
Ches. Mfg. ....	180	190	Tenn. C. & Chem. ....	10	10½
Ces. Mfg., pf....	104	107	Tex. Gulf. Sul. ....	27	27½
*Corn Products ....	96	97	Union Carbide ....	44½	45
*Corn Products, pf....	110	115	Union Sulphur ....	..	..
Davison Chem. ....	53	54	*Un. Drug ....	72	72½
Dow Chem. ....	..	200	*Un. Drug, 1st pf....	48	48
Dow Ch., pf....	..	103	*Un. Dyewood ....	56	60
Du Pont ....	98	101	*Un. Dyewood, pf....	94	96
Du Pont, pf....	73	75	Un. Gas. Imp. ....	39	39½
Du Pont Chem. ....	9	9½	Un. Gas, Imp., pf....	50	51
*Freeport, Tex. Sul. ....	15	15½	U. S. Gypsum ....	..	..
*Freeport, Tex. Sul. pf....	91	93	*U. S. Indus. Al. ....	38½	40
Grasselli ....	130	130	*U. S. Indus. Al., pf....	85	85
Grasselli, pf....	90	95	*Va.-Car. Ch. ....	29	30
Hercules, Powder. ....	140	150	*Va.-Car. Ch., pf....	70	71
Hercules, Powd., pf....	95	98	*V. Vivaudou ....	7	7½

\*Listed on New York Stock Exchange

The Marden, Orth & Hastings Corp. has entered judgment for \$130.87 against John P. Borardi, for casts.

J. Breen has obtained a judgment for \$171.15 against Cecilia Schaeffer, trading as the Anthiakone Chemical Co.

The Vesey Street Auction Salesrooms sold 896 shares of stock of Ralph L. Fuller & Co., Inc. for \$65 for the lot.

Herbert Goldsmith, a druggist, of Rochester, N. Y., has filed a petition in bankruptcy with liabilities of \$10,497 and assets \$3,495.

Sales of 544 shares of United Zinc and Chemical Co. preferred stock, and \$41,000 income bonds due in 1939, for \$50. for each lot, were made at the Vesey Street Salesrooms, last week.

Hooker Electrochemical Co., has sold to Hemphill Noyes & Co. \$1,125,000 twenty-five year seven per cent bonds of the company. It is reported that the bonds will yield about 7.25 per cent.

Samuel M. Frenkel, of 574 St. Nicholas ave., filed a petition in bankruptcy, listing liabilities of \$18,923 and assets of \$846. Principal creditors are American Druggist Syndicate, \$9,921, and Hygrade Corrugated Paper Products Company, \$2,131.

Shares of the Corn Products Co. went to a new high last week, when the junior issue advanced 4 points to 98. The stock, which was exceptionally active, was bought on the expectation that the forthcoming annual report will show approximately \$11 a share earned on the common for the year. Announcement that the company has started its new plant in France and that it now has three plants running full time in Germany is made.

The consolidated income account of the Certain-Teed Products Corporation for the ten months ended Oct. 31, last, shows gross earnings after deducting repairs, maintenance and depreciation \$2,854,263; total income \$2,875,377; net earnings after expenses \$396,852; balance applicable to dividends \$370,965; and surplus after preferred dividends \$71,728. The balance sheet as of Oct. 31, last, shows cash in bank and on hand \$528,327; notes receivable \$48,465; accounts receivable \$1,664,759; inventory of raw materials, etc., \$4,780,544; accounts payable \$687,546; notes payable \$560,000; surplus \$1,832,699; and total assets and liabilities \$13,755,525.

The National Licorice Co. has declared a dividend of 2½% on the common stock, payable Jan. 7 and the regular quarterly dividend of 1½% on the preferred, payable Dec. 31, both to holders of record Dec. 26. The dividend is the same as declared every six months for some time with the exception of last July when the dividend was omitted.

The United Gas Improvement Co. has declared the usual quarterly dividends of 1% on the common, payable Jan. 14 to stock of record Dec. 31 and of 1¾% on the preferred stock, payable March 15 to stock of record Feb. 28.

A petition in bankruptcy has been filed against the Rox Mineral Paint Co., Inc., by Ethel Silverman for \$1,000, and Blanche Wollman, \$1,000. Judge Garvin has appointed James Gray receiver.

The directors of Parke, Davis & Co. have declared the regular quarterly dividend of \$1 per share and an extra dividend of \$1 per share, payable Jan. 1. Books close Dec. 24 and reopen Jan. 3.

Twenty shares of the Vegetable Oil Corporation preferred stock, and 10 shares of the common stock, were sold for \$175 for the lot, last week at the Vesey Street Salesrooms.

Two lots of stock of the Connecticut Chemical Co., one of 100 shares and one of 50 shares, were sold at the Vesey Street Auction Rooms, last week for \$30 and \$15 respectively.

The Cosmopolitan Drug Co. has obtained a judgment for \$304.77 against Nicholas De Malo, and a judgment for \$693.65 against Gaites, Place & Co., Inc.

Two lots of stock of the Quicksilver Mining Co., 500 shares in each lot, were sold at the Vesey Street Salesrooms, last week, for \$6.00 for each lot.

The directors of the Air Reduction Co. have declared the regular quarterly dividend of \$1 per share, payable Jan. 16 to stockholders of record Dec. 31.

The capital stock of the Exchange Lemon Products Co., Corona, Cal., has been increased to \$400,000.

## New Incorporations

Nitrosoil Laboratories, San Francisco, capital \$500,000. Chemists, E. U. Hogan, S. F. Franck, H. W. Franck. Attorney, E. D. Knight, Monadnock Building.

California Sulphur Co., Fresno, Cal., capital \$100,000. L. L. Wood, J. H. Carter, E. A. Richards. Attorney, Clyde H. Thompson, Griffith-McKenzie Bldg.

New York Feldspar Corp., Rochester, N. Y., capital \$100,000. J. C. Brown, J. W. B. Bausman, F. G. Kennedy. Attorneys, Havens, Mann, Strang & Whipple, Rochester.

Nox-a-Mite Chemical Co., 417 S. Dearborn st., Chicago, capital, \$2,500. Manufacture and deal in chemical properties for destruction of vermin. William F. Ayers, Charles F. Ludington, John F. Gallagher. Agent, Shalley B. Neltnor, 6 N. Clark st.

Maywood Chemicals Works, Dover, Del., capital \$500,000. Incorporated by Corporation Trust Co. of America, Wilmington, Del.

## The Heavy Chemical Market

Current Spot Quotations of Heavy Chemicals, Pages 1334-1335

### YELLOW PRUSSIATE OF SODA HIGHER

**Reductions In Soda Ash, Caustic Soda, and Tartar Emetic Announced by Producers—Market Feeling the Effect of Pre-Holiday Dullness**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

##### Advanced

Potash Prussiate, Yellow, 1c lb. Soda Prussiate, 1c lb.  
Declined

Soda Ash, Mfrs., 2½c cwt. Soda Caustic, Mfrs., 15c cwt.  
Soda Caustic, Resale, 5c cwt. Sodium Bisulfite, ¾c lb.  
Tartar Emetic, 3c lb.

##### Trend of the Market

	Last	Last	Last
	Today	Week	Month
Acetic Acid, Glacial .....	.10	.10	.10½
Sulfuric Acid, 66 deg.....ton	17.00	17.00	20.50
Bleaching Powder Works..100 lbs.	2.25	2.25	4.00
Copper Sulfate .....	5.55	5.55	6.00
Potash, Caustic .....	.05	.05½	.05
Saltptre, gran. ....	.0734	.0734	.0934
Soda Ash, 58 p.c. ....	1.85	1.85	2.15
Caustic Soda, 76 p.c. ....	3.80	3.85	3.90
Potassium Bichromate .....	.10½	.10½	.11
Average .....	3.434	3.430	3.423
			4.089

Little definite change has been noted in the market during the past week. There seems to be a slight growing improvement in business and manufacturers report that the contract business which they are doing is of a very substantial character. Consumers are contracting freely, especially in the alkali group. The import situation is tightening up considerably on advancing exchange rates and importers are frequently embarrassed by rapid shifts of import prices. Resellers are finding little to occupy them for the present. Few consumers are willing to take on spot stocks and dealers generally are looking forward to being caught with high priced goods in a low priced market. In order to meet this phase of the situation they continue to reduce their quoted prices but find little interest from buyers who prefer to place their business with makers direct. Throughout the market indications point to healthy business conditions on a reasonable volume of trade within the next two months, although resellers will probably not figure as largely in the situation as in the past.

Prices generally are firm. Yellow prussiates of soda and potash have been advanced on higher import prices following the advance in exchange. Manufacturers have reduced soda ash at the works. Caustic soda is lower both from makers and resellers. Makers have reduced sodium bisulfite and tartar emetic. Prices from importers are also firm and in the present exchange situation no special effort is being made to attract buyers.

**Acid, Acetic**—Makers' prices are steady on a basis of \$2.50 per hundred for 28% acid in carlots of barrels based on acetate of lime at \$1.75. Glacial acid quoted at 10c@11c per pound according to brand and quantity.

**Acid, Mixed**—Makers are offering contracts at former levels based on nitric at 8½c@8¾c per unit and sulfuric at 1c per unit. Consumers are taking on contracts quite freely.

**Acid, Muriatic**—The price basis remains unchanged at \$1.50@\$2.00 per hundred for 20° acid in carboys in

carlots and less. Iron free acid is quoted on a basis of \$1.75 per hundred for 20° in carlots of carboys.

**Acid, Oxalic**—Reports of "Dutch acid from government stocks" were heard in the market during the week and prices on this acid were given as 14c per pound ex-store. Makers quoted 15c for spot barrels and 14c@14½c per pound at works according to quantity. The origin of the Dutch acid and how it got into and out of government stocks are still puzzling the trade.

**Acid, Sulfuric**—Prices are well maintained at recent levels. Business on contracts has been done in good volume. Present quotations are \$11.00@\$12.00 per ton for 60° and \$17.00@\$18.00 for 66° acid in tank cars f. o. b. works.

**Alum**—Prices are unchanged although there is a much firmer tendency on imported goods. Ammonia lump is quoted at 3½c@4c per pound for both the domestic and imported although the prospect is that little more of the latter will be brought in. Potash lump is still cheaper from importers at 3½c@3¾c per pound although very stiff at this level. Soda alum is unchanged at 3½c@4c per pound from makers.

**Aluminum Sulfate**—Demand from the paper makers is active and contracts are being signed freely for 1922. Iron free is quoted by makers at \$2.50@\$2.75 and commercial at \$1.85@\$2.00 per hundred.

**Ammonium Chloride**—Makers' prices are firm at slightly higher levels than those quoted recently by importers. Domestic white granulated is quoted at 7½c@7¾c per pound and gray at 7c@7¼c against importers' prices of 7c and 6½c respectively. The recent advances in exchange have placed the importers in a position where their replacement costs are much higher than domestic costs, which may force them out of the market here.

**Arsenic**—White arsenic is steady at 5½c@6c per pound according to seller and quantity.

**Bleaching Powder**—Makers' prices at works are \$2.25 @\$2.50 per hundred according to quantity and delivery. Spot goods cannot be had below \$2.50 per hundred and stocks at this level are scarce.

**Copper Cyanide**—Makers are quoting slightly lower on copper cyanide at 58c@60c according to quantity.

**Copper Sulfate**—Makers are firm at \$5.55@\$5.65 per hundred. Imported bluestone is offered here at \$4.95 but the quality is said to be poor and the quantity is comparatively inconsiderable.

**Magnesium Sulfate**—Makers are quoting \$1.85 per hundred for technical magnesium sulfate in quantity in barrels spot but find it necessary to write contracts at this level or above (with protection) to offset present low prices. Importers are quoting at \$1.05@\$1.10 per hundred.

**Potash, Caustic**—Prices are weakening somewhat and it is possible to do less than 5½c per pound on the spot for imported caustic. Makers are not quoting below 8c per pound.

**Potash Prussiate**—Yellow prussiate of potash has been advanced in sympathy with soda and is now quoted at 23c@24c per pound. Red prussiate is inactive at 26c@27c per pound.

**Soda Ash**—Makers prices at works are slightly lower. Prices are quoted at \$1.45@\$1.50 per hundred on 58% light ash in bags basis 48%. Dense ash on the same basis is quoted at \$1.47½@\$1.52½ per hundred. Contract business is being put through in good volume. Spot holders are holding their prices at \$1.85 per hundred flat, but find little business at this price.

**Soda, Caustic**—Makers are quoting caustic basis 60% at \$2.75 per hundred f. o. b. works for contracts and \$2.80 for prompt single cars. Spot resale caustic is slightly weaker at \$3.80@\$3.85 per hundred. Resellers are looking forward to the prospect of having to sell at an even greater loss to move their present stocks.

**Sodium Bisulfite**—Makers have reduced sodium bisulfite powdered to 4½c@4½c per pound.

**Sodium Bicarbonate**—Makers are quoting spot business in barrels and kegs at \$2.30@\$2.55 per hundred. Contracts are being made at this level.

**Sodium Carbonate**—Sal soda is quoted slightly lower at \$1.65@\$1.90 per hundred in barrels and kegs New York.

**Sodium Fluoride**—Spot prices from importers are being shaded to 9½c@10c per pound.

**Soda Prussiate**—Yellow prussiate of soda is sharply higher at 15½c@16c per pound on the spot. The advance seems to have resulted principally from the advance in sterling exchange during the past two weeks coupled with an active demand. Makers are unwilling to state their position as yet although rumors state that they are making contracts. Shipment prices are 15½c duty paid.

#### FERTILIZER MEN ELECT OFFICERS

(*Special to DRUG AND CHEMICAL MARKETS*)

Atlanta, Ga., Dec. 21.—The Southern Fertilizer Association re-elected last year's officers: T. Russell Porter, Atlanta, president; Porter Fleming, Augusta, vice-president; E. E. Dallas, of Atlanta, secretary and treasurer. A. C. Reed, Savannah, Ga., was appointed a member of the executive committee, and Rucker McCarty, H. B. Taylor and John E. Sanford, of Atlanta, were appointed members of the soil improvement committee.

Charles H. MacDowell, president of the Armour Fertilizer Works, Chicago, and president of the National Fertilizer Association, and Judge C. G. Wilson, president of the Virginia-Carolina Chemical Co., delivered addresses. Judge Wilson brought a message of optimism to the convention, saying that the business depression throughout the country in the past year had been largely due to a mental state of pessimism. He said that when this state of mind was changed prosperity would come rapidly.

A reduced export rate of sixty cents a hundred pounds from Chicago territory and west to San Francisco has been made effective by the Southern Pacific Company on bleach tallow, chloride of lime, bicarbonate of soda, nitrate of soda in sacks, silicate of soda in bulk, sulfate of soda, sulfite of soda, with a minimum weight of 60,000 pounds. The present export rate is eighty cents per hundred pounds.

Holders of tin offer spot Straits at from 33½c to 33¾c and quoted futures at from 33½c to 33¾c as to position. In London Standard spot was unchanged at £174 10s and futures 5s down to £176 5s.

The Central Dyestuff Co., Plum Point Lane, Newark, N. J., has filed plans for alterations and improvements in its plant.

#### FERTILIZER COMPANIES TO MERGE

(*Special Correspondence to DRUG & CHEMICAL MARKETS*)

Baltimore, Md., Dec. 21.—The movement to consolidate the forty or more independent fertilizer companies of the United States involves the closing down of many plants and the reduction of expenses by uniting many departments and buying in larger quantities for the merged companies. The capitalization may be \$100,000,000, but the amount will not be fixed until a complete list of the companies has been prepared and the officials sound the stockholders on the proposal. C. Wilbur Miller, president of the Davison Chemical Co., is chairman of the committee in charge of arrangements. The first official meeting of the committee will be held soon after New Year's.

Among the companies actively interested are G. Ober & Sons Co., the Piedmont-Mount Airy Guano Co., and the Davison Chemical Co.

W. D. Huntington, vice-president of the Davison Chemical Co., said that the consolidation will not be completed before spring.

If the companies merge, the first move of the new corporation will be to cut down overhead expenses.

#### DISINFECTANT MAKERS ELECT OFFICERS

The address of welcome to the members of the Insecticide and Disinfectant Mfrs., Association, at the Hotel Astor, last week, was made by A. J. Marcuse, vice-president of the West Disinfecting Co., New York, and was responded to by A. S. Hickerson, of the Worrell Mfg Co. of St. Louis. H. W. Cole, of The Barrett Co., made his report as president, and introduced Mr. Hamilton of the White Tar Co., who read a paper on naphthalene. Dr. Runge, of the International Coal Products Co., spoke on "Low Temperature Creosotes." The return of empty drums was discussed by Mr. Hoyt, of the Frederick Disinfectant Co., of Atlanta.

Secretary C. C. Baird read his report on the work of the year, with special reference to the legislative activities of the association. The report of Mr. Schnell, treasurer, was read by the secretary.

Officers of the association for the coming year are: President, M. M. Marcuse, of the West Disinfecting Co. Mr. Marcuse is president of his company. The vice presidents of the association are Frederick A. Hoyt and Arthur Claasen. Secretary, C. C. Baird, of Baird and Holbrook, Mass. Treasurer, H. G. Schnell.

Estimates of November copper sales place the total at 185,000,000 pounds, compared with sales of approximately 140,000,000 pounds in October and around 100,000,000 pounds in September. Based on the latest figures, more than 425,000,000 pounds of copper were sold in the three months ended with November. Should sales this month reach 100,000,000 pounds, a total business in excess of 525,000,000 pounds for the last four months of 1921 would be indicated. It is now believed that sales for the full year may reach 1,150,000,000 pounds, compared with 1,400,000,000 pounds in 1920.

The Hercules Powder Co., is first in the field with Merry Christmas and Happy New Year Cards of greeting to the trade. G. C. O'Brien signs the greeting which is in colors with holly wreath in which appears the "Hercules" trade mark.

The Supreme Court of the United States, in a new decision, has reiterated its declaration that violent tactics must not accompany picketing in labor disputes and that where violence exists, it is the duty of the courts to issue injunctions.

## The Fine Chemical Market

Current Spot Quotations of Fine Chemicals, Pages 1320-1321

### TWO MAKERS RAISE SALICYLATES AGAIN

**Quinine Reduced Following Change In Holland—Tartaric Acid and Cream Tartar Cut By Manufacturers—Aspirin and Hydroquinone Advanced—Chloroform Firmer—Values Steady In Spite of Absent Demand**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

##### Advanced

Acid Acetysalicylic, 5c lb.	*Chloroform, 2c lb.
Hydroquinone, 20c lb.	*Resale or Imported
Acid Tartaric, 3c lb.	Quinine Sulfate, 10c oz.
Cream Tartar, 3c lb.	Bisulfite, 10c oz.
Licorice Mass, 3c lb.	Minor Salts, 20c@26c oz.
	Tartar Emetic, 3c lb.

##### Declined

Acid Tartaric, 3c lb.	Quinine Sulfate, 10c oz.
Cream Tartar, 3c lb.	Bisulfite, 10c oz.
Licorice Mass, 3c lb.	Minor Salts, 20c@26c oz.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetanilid .....	\$33	\$33	\$33	\$40
Acid Citric, resellers .....	.44	.44	.45	.45
Caffeine, Alkaloid .....	4.00	4.00	4.25	6.75
Calomel, American .....	.82	.82	.82	1.10
Camphor, Jap., ref. ....	.90	.90	.87	.95
Iodine, Resublimed .....	3.80	3.80	3.50	4.00
Menthol .....	4.75	4.75	4.75	4.00
Morphine Sulfate .....	4.80	4.80	4.80	5.80
Potassium Bromide, Cryst. ....	.19	.19	.19	.47
Quinine Sulfate, Import .....	.60	.68	.68	.70
Sodium Salicylate .....	.30	.30	.28	.50
Strychnine Sulfate .....	1.15	1.15	1.15	1.55
Average .....	1.87	1.88	1.87	2.19

A slow market, devoid of anything except the smallest type of routine demand, continues to characterize operations among the medicinal chemicals. With the holidays so close at hand, the trade has expected nothing else, and the usual depression attending reduced demand is not very much in evidence. In fact, the almost unanimous belief that the improvement of this past fall will carry on after the turn of the year, indicates the better sentiment in the trade today. Since the middle of last week, however, manufacturers have followed their policy of the period just preceding, and made a number of important price revisions in spite of the general inactivity. With a firmer position to foreign exchange at present, reduced imports of foreign products, and generally higher quotations for shipment from abroad, control of American markets appears to be gradually reverting to domestic manufacturers, with the development of a stronger undercurrent which may presage higher prices for next year.

Most changes since the last report have been made by manufacturers. The first revision in quinine this year was made by American makers in the form of a ten-cent cut last week. The change, according to reports in the trade, has been expected for a month or so past. Cream tartar and tartaric acid were cut by manufacturers, but still stand above the imported figures. Tartar emetic is cheaper. Producers have advanced aspirin prices again. Hydroquinone has been subject to another sharp rise, making about a forty per cent jump in two weeks. Resale chloroform is materially firmer. Cod liver oil is stronger. Mercury, glycerin, and the iodides retain their firmness. Caffeine, the bromides, and cocoa butter continue easy.

**Acid Acetysalicylic**—Manufacturers have announced another advance in the price of bulk aspirin, and now quote inside at 75c a pound on the basis of hundred

pound lots. Seasonal activity, and the firmer position of salicylic are given as the cause.

**Acid Citric**—Somewhat of an increase in demand was noted early in the week, although sellers of imported kegs were still quoting 44c a pound. The higher basis of lire also tends to strengthen the situation in citric. American manufacturers adhere to 47c unchanged. The Italian Govrnmt price for lime citrate has been reduced from 1000 to 700 lire a quintal.

**Acid Salicylic**—Two leading makers have advanced their quotations for salicylic acid, sodium salicylate, and salol. Other salicylates are unchanged. The new basis following the advance is 26c for acid, U. S. P., in hundred pound lots, 32c for soda salicylate, and 80c for salol. Three other manufacturers held to the old schedule of 24c for acid, making no change up to Wednesday morning.

**Acid, Tartaric**—Manufacturers have cut the price of tartaric acid to a basis of 32c a pound for U. S. P. crystals or powder in barrels. Demand has been very quiet. Holders of imported stocks on spot are still sharply underselling makers at 25½c@27c a pound spot.

**Alcohol, Denatured**—Strongly held by producers, but a reduced demand in some quarters has brought out lower prices for resale goods. For Nos. 5 and 6 in producers' hands, 45c@47c a gallon is named while resale lots are held as low as 40c ranging to 44c. Wood weaker at 75c@85c a gallon for pure methanol in barrels and drums.

**Bismuth**—Metallic bismuth is strong at the recent advance to \$1.85 a pound. Bismuth preparations unchanged with subnitrate still held on a basis of \$1.75 spot, makers and resale.

**Bromides**—Continue easy and in limited demand. Prices unchanged at 14c@15c a pound for imported potash bromide, 16c for sodium and 1c@18c for ammonium. American producers adhere to 19c for potassium, 20c for sodium, and 28c for ammonium.

**Caffeine**—Weak with demand reported at a standstill. Price cutting continues. Openly named at \$4.00 for imported goods, with indications that a firm order might pick up a lot down to \$3.75 spot. Manufacturers hold alkaloïd unchanged at \$4.75@\$5.25.

**Camphor**—Steady and firm. Demand for small sizes and tablets has materially reduced spot stocks. Bulk Japanese or Chinese refined in 2½ lb. slabs in cases on spot at 90c@92c a pound. Small sizes at 96c up. American refiners maintain 92c for bulk gum in barrels, ranging to 98c for half ounces in cartons.

**Chloroform**—Smaller lots of resale goods are held higher, inside on spot now being 37c for drums. Manufacturers maintain 43c a pound unchanged.

**Cocoa Butter**—Dull and soft. Demand small. Prices easy at 25c@27c for bulk goods as to quantity. Fingers, cakes, etc. as to wrapping and quantity at 32½c@37½c.

**Cod Liver Oil**—Higher prices are noted for cod liver oil in some quarters here up to \$20.00 a barrel being heard for 1921 Norwegian. The lowest named was \$17.50. Demand is indicated as small at this time. Stocks in Europe reported reduced and some buying in this market for export is noted.

**Cream Tartar**—Makers have cut the price to a basis of 30c a pound for U. S. P. crystals and powder in

barrels. Imported U. S. P. still underselling at 26c for spot barrels.

**Gelatin**—Silver label slightly cheaper here at \$1.05 @ \$1.10 a pound in cases.

**Glycerin**—Firmly maintained by refiners at 15½c a pound inside for C. P. in drums. The tone of the glycerin market shows decided improvement of late. C. P. cans at 16½c@17c. Dynamite is held at 14c. C. P. can be shaded slightly in outside hands on the spot.

**Hydroquinone**—Manufacturers have again advanced prices for hydroquinone, making an inside for 100 pound lots at \$1.35 a pound. This represents a jump from 90c within two weeks.

**Iodides**—Firmly maintained at the recent advances. Potassium iodide at \$2.90 a pound in fifty-pound lots, and iodine resublimed \$3.80 in five-pound lots.

**Licorice**—Mass licorice extract is slightly cheaper at 25c a pound for spot cases. Powdered at 40c.

**Mercury**—The price has held constant at \$52.00 a flask during the week past after the sharp rise last week. Some sellers on spot are holding for \$54.00 inside, but \$52.00 is official. Demand is confined to comparatively small proportions at this time, although the situation appears to have lost none of its potential firmness.

**Quinine**—American manufacturers reduced quinine sulfate and minor salts, during the period. The revision was made on the receipt of cables announcing lower bark prices and a corresponding cut by Maarsden, Amsterdam, and Bandoeng. In the trade here, the reduction has been expected for some time past. Low Japanese prices have cut deeply into the Dutch and American makers' business during the past year, and are also a factor in the cut. The new basis is 60c for sulfate and bisulfate in 100 ounce tins inclusive. The American selling agent for the Big Three holds at the same figure. The minor salts have been cut more sharply than the sulfate. Hydrochloride is down to 74c, hydrobromide to 79c, dihydrochloride and bromide to 88c; alkaloid was cut 26c to a basis of 79c.

**Santonin**—Firm, but demand is slightly reduced. Held unchanged at the recent advance to \$147.00@\$150.00 a pound on spot.

**Tartar Emetic**—Slightly cheaper here at 36c@37c a pound for U. S. P. goods. Technical easier at 31c@32c.

#### DR. WHELPLEY'S MESSAGE TO THE A. PH. A.

Henry M. Whelpley, retiring treasurer of the American Pharmaceutical Association, says, "Farewell," to members of the Association and, "Greeting," to his successor, E. F. Kelly, of Baltimore, in the following message:

"For thirteen years it has been my privilege to collect the dues and care for the funds of the A. Ph. A. This was only a fraction of the sixty-nine years the association has served pharmacy and a mere point in the future of the organization, but it has been an important period in my life's activities. Since 1852, the A. Ph. A. has been a 'going concern,' increasing in membership, adding to its finances and enlarging its field of activities. In the A. Ph. A., I have found many of my most valued acquaintances and cherished friends.

"January 1, 1922, I shall transfer the official trust to another, but my personal interest in the members will continue. I know that, beginning with the New Year, Treasurer E. F. Kelly, of Lombard and Greene streets, Baltimore, Md., will have from you that whole-hearted co-operation in his work, which you have given me in the past."

#### GOVERNMENT NOW DENATURING ABOUT TWO-THIRDS OF ALCOHOL PRODUCED

**Dr. James M. Doran, Chief of Industrial Alcohol and Chemical Division of Internal Revenue Bureau, Explains Methods and Formulas—Advantage to The Manufacturer.**

Dr. James M. Doran, chief of the Industrial Alcohol and Chemical Division of the Internal Revenue Bureau, discussed the denaturation of commercial alcohol in an address in Washington, recently, saying in part:

"While European countries antedated us in the denaturation idea, I believe that we are safe in saying that we are far in advance of them in its application at present. We have now authorized in the United States six formulas for completely denatured alcohol and 58 formulas for specially denatured alcohol. These cover a great variety of general industries and thousands of specific products, but do not as yet provide for pharmaceuticals or other products that may be used internally.

"For those who are not familiar with the Governmental system of denaturation I might briefly outline the plan. Alcohol is produced in a bonded industrial alcohol plant; Government officers are on continuous duty at these plants while they are in operation, and the opening to the stills, pipes, tanks, etc., are secured with Government locks, the keys of which are held by the officers. The alcohol after production is measured or gauged as we term it, and is then removed to the adjoining bonded warehouse or bonded denaturing plant, as the case may be. The bonded warehouse is a storage place where the alcohol is kept under Government lock and key until the proprietor disposes of it either by paying the tax and removing it upon a permit; by removing it to the bonded denaturing house; by removing it for export or other lawful purpose. A Government officer is on duty at the denaturing plant at all times when operations are being carried on. Here likewise Government locks are on all pipes and tanks to which access could be had to the alcohol. The denaturing, or mixing the alcohol with the material called for in any specific formula, is done under the officers' supervision. As an added precaution all the materials before being used in the denaturing house must be tested and passed by an authorized denatured alcohol chemist.

"Completely denatured alcohol is sold without permit. It contains as denaturing agents wood alcohol, kerosene, pyridin, benzol, etc., depending upon the particular formula called for. It is for general uses, such as automobile radiators, anti-freeze solutions, paints, varnishes and household fuel. Specially denatured alcohol is permitted to go only to a bonded manufacturer and for specific purposes. Its movement is subject to such record and check as enables the Commissioner to know who gets it, how much he gets and what he does with it.

"During the past six months the Commissioner has authorized formulas that have transferred hundreds of legitimate manufacturers from the class using pure alcohol to the class using denatured alcohol. The department works with the manufacturer and it is most gratifying to note the hearty cooperation that has been extended to the Department in the working out of mutual problems. We are at present denaturing, roughly two thirds of the alcohol produced and the ratio of denatured to pure alcohol is constantly increasing."

## The Intermediate and Dye Market

Current Spot Quotations of Intermediates and Dyes, Pages 1326-1327

### PRICE CUTTING HAMPERS IMPROVEMENT

**Enforcement of Stricter Rules Governing Imports of Dyes Has Good Effect On Market—Contract Prices Considered Confidential—Phenol Prices Firm—Mono-Sulfonic Acid F and Meta-Nitro-Para-Toluidine Lower**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

##### Advanced

Phenol,  $\frac{1}{2}$  lb.

##### Declined

Acid Monosulfonic F, 10c lb. m-Nitro-p-toluidine, 10c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Benzene, C. P.	.27	.27	.27	.35
Naphthalene, flake	.06 $\frac{1}{2}$	.06 $\frac{1}{2}$	.07	.08
Phenol	.11	.10	.09	.11
Xylene, 10 degrees	.35	.35	.35	.45
Toluene, pure	.28	.28	.28	.35
Aniline Oil	.17	.17	.18	.22
Benzaldehyde	.45	.45	.45	.45
Betanaphthol, dist.	.30	.30	.30	.42
Paranitroaniline	.77	.77	.77	1.05
o-Toluidine	.20	.20	.25	.37
Average	0.295	0.295	0.300	0.374

A gradual improvement is noted in the dye trade so far this month, probably as a result of the stricter rules governing imports recently put into effect. Buyers are still not as confident of the situation as might be desired on account of the continued probability of competitive price cutting. Orders coming in have been for limited quantities but the aggregate of these small lots is increasing. In intermediates, sporadic outbursts of price cutting are still a ruling factor in the situation. Buyers cannot feel confident of prices which are liable to change at any time a possible order is presented, and the result is that contracts for future deliveries into next year are not being entered by consumers except at what appear to be ruinous prices to the maker. Announcements of lower quotations are slow in coming out as a consequence as each maker wishes to show as sharp a concession to his buyers as possible where contracts are being made, and in one or two cases where contract prices have gotten out makers have made every effort to cover their tracks on the ground that the prices made are strictly confidential. The wisdom of the attitude is open to question, but nevertheless it does exist and is interfering with legitimate trade in some measure.

Prices as quoted have shown little change. The phenol market is very firm with prices quoted higher on growing export demand. Makers quote mono-sulfonic acid F and meta-nitro-para-toluidine lower. Para-nitroaniline is firmer at prevailing levels. Aniline oil is unchanged. Beta naphthol is steady. Crudes are still rather tight with producers and a fair growing demand is noted.

#### Coal Tar Crudes

**Benzene**—Refiners are holding prices at quoted levels of 27c@33c per gallon in tank cars and drums for the C. P. grade. Supplies are growing but apparently demand is growing a trifle faster. Resellers are practically out of the market.

**Naphthalene**—Refiners' prices for spot and December flake are 7 $\frac{1}{2}$ c@8 $\frac{1}{2}$ c per pound, against a contract price of 6 $\frac{1}{2}$ c@7 $\frac{1}{2}$ c for the first quarter of 1922. Under the

circumstances however, it is hardly probable that bids of 6 $\frac{1}{2}$ c for a reasonable quantity of spot or nearby flake would be rejected. Balls for 1922 are quoted at 7 $\frac{1}{2}$ c@8 $\frac{1}{2}$ c per pound. Some resale material is around 6 $\frac{1}{2}$ c@6 $\frac{1}{2}$ c for flake, although supplies are not heavy in this quarter.

**Phenol**—A growing demand for export phenol coupled with increased business with domestic consumers is forcing the market into a much firmer position. It is doubtful if better than 11c a pound can be done for large drums in the spot market at present and there are holders whose ideas are as high as 12c. Government surplus stocks are held at 12c@15c per pound according to quantity. Some of the largest bulk consumers report that they are well supplied for a long time to come.

**Toluene**—No change in the condition of this market is reported. The letting of rather heavy contracts recently on the toluene derivatives was expected to cause a tightening of supplies but so far no such effect has been noted. Prices quoted by refiners are 28c@34c per gallon in tank cars and drums.

#### Intermediates

**Acid, Broenner's**—Very limited demand is noted at prevailing prices of \$1.55@\$1.60 per pound.

**Acid, Gamma**—No change has been made in the quoted price of \$2.25 per pound recently named by the makers. Demand is slow.

**Acid, H**—Price cutting continues to interfere materially with legitimate trading in H acid. In view of potential overproduction, competition between makers is very keen. Legitimate quotations of \$1.00@\$1.05 per pound are heard, and rumors of others from an unknown source as low as 90c per pound are current in the trade.

**Acid, Monosulfonic F**—Makers are quoting lower at \$2.30@\$2.35 per pound in an effort to attract consumers into the market. Limited demand is noted in spite of the reduction.

**Alpha-naphthylamine**—Prices are quoted at 30c per pound but it is reported that 28c has been freely done on orders for quantity. Possibly even this figure can be shaded for contract business in sufficient volume.

**Aniline Oil**—Makers have offered as low as 16 $\frac{1}{2}$ c during the past week and it is possible this figure can be done generally. The openly quoted price is held at 17c per pound. Contract business is not being done as freely as might be expected although makers state that further reductions in prices are impossible until costs can be materially reduced.

**Beta-naphthol**—Makers are in good agreement at 30c@32c per pound, and it is doubtful if this price can be bettered for prompt business. Contracts are being entered to limited extent at concessions. One of the large makers has recently started his plant again after some months of idleness.

**Benzidine**—Base is generally quoted at 90c@95c per pound although contracts have been made at concessions. It is doubtful if better than 90c can be done except on very heavy business.

**Dimethylaniline**—Makers are offering freely at 40c and stocks in resale hands are not easy to locate below this level.

DECEMBER 21, 1921]

## DRUG &amp; CHEMICAL MARKETS

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**Meta-nitroaniline**—Makers' prices of 85c@90c per pound still hold.

**Meta-nitro-para-toluidine**—Makers have reduced their prices and are quoting \$2.50@\$2.60 per pound. Limited business is being done.

**Para-amino-phenol**—Stocks offered by outside holders at ridiculous figures have held up legitimate business. Prices as low as \$1.00@\$1.05 per pound for base are heard against a makers' low of \$1.30@\$1.40. The trade claims that the low priced goods offered is decidedly off quality.

**Para-nitroaniline**—Makers are in better agreement at 77c@80c per pound and prices are being maintained more firmly on this basis.

**Dextrins and Starches**

**British Gum**—Quotations are higher at \$3.00@\$3.28 per hundred according to quantity and packing.

**Dextrin**—Corn dextrin, white or canary, from domestic makers has been advanced to \$2.70@\$2.98 per hundred in carlots and less according to packing. Imported dextrin is unchanged at 8½s@9c per pound on the spot.

**Starch**—Powdered corn starch in bags is quoted higher at \$2.13@\$2.41 per hundred in carlots and less. Pearl starch is offered 10c per hundred below these figures. Domestic potato starch is offered at 5c@5½c against 6½c for imported starch duty paid.

**Tapioca Flour**—Prices here are higher and are now quoted at 2½c@4c per pound according to grade.

Odoriferous substances, shown to be unfit for use as perfumeries, but which are used as bases in the manufacture of perfumeries, are properly dutiable at the rate of 20 per cent ad valorem under the provisions of Paragraph 49, Tariff Act of 1913, by decision of the Board of U. S. General Appraisers. While the lower rate is fixed, thereby reversing the Collector's assessment at 60 per cent ad valorem, Stix, Baer & Fuller, of St. Louis, the protestants, lose because the protest did not cite the correct claim.

The Winchester Dye Co., Ltd., has been organized at Toronto, to manufacture aniline colors and intermediates. The company has secured the property of the Staynon Rubber Co., at New Toronto. This company is affiliated with the Gunnash Chemical Works of Newark, N. J. It is organized with an Ontario charter, and capital stock of \$100,000. Those directing operations are T. O. Scott, E. C. Codling and W. W. Young.

The value of aniline dyes exported by Germany during August was 164,000,000 marks; artificial indigo, 39,000,000; silk fashion articles, 27,000,000; wool fashion articles, 3,000,000; locomotives, 84,000,000; steam engines, 29,000,000; sewing machines, 33,000,000; dynamos, 60,000,000 and automobiles, 50,000,000 marks.

Regarding the appointment of a chief of the proposed Chemical Section of the Bureau of Foreign and Domestic Commerce, it is understood that the appointment will be deferred until July, after which time new appropriations will become available.

The Nemo Dye Works, Chicago, is building a new 1-story mill and steel construction factory, 209 x 215 ft., for commercial dyeing at 4203 Grand ave., estimated to cost, \$250,000.

Shipments of Atlantic Patent Black from the new works of the Atlantic Dyestuff Co. at Portsmouth, N. J., will be made in January.

**BRITISH SULFATE OF AMMONIA PRICES**

(*Special Correspondence to DRUG & CHEMICAL MARKETS*)

London, Dec. 10.—D. Milne Watson, chairman of the British Sulphate of Ammonia Federation, told the members at the annual meeting that the Federation now includes nearly 400 manufacturers. He said in part:

"We have had two striking examples, during the past year of the Nemesis which overtakes a policy of extravagantly high prices. The Chilean Nitrate Producers sitting in conclave 10,000 miles from their chief consuming markets, fixed a scale of prices in the summer of 1920 which was far above the capacity of consumers to pay. They sold a vast quantity at these high prices to a number of unfortunate merchants and speculators who were ignorant about the possibilities of consumption. I cannot help feeling that, if the Chilean producers had been in closer touch with actual consumers, the crisis which has caused fluctuations of over 50 per cent in the price of nitrogen and has imperilled the very existence of the Chilean State would never have occurred, because the attempt to force up prices would never have been made."

"We have another example in what is happening in regard to sulfuric acid. We greatly sympathize with acid makers—some of whom are members of this Federation—in their difficulties. We know that they have had to pay high wages, high costs of renewal, and high prices for their raw material. Nevertheless, an attempt has been made to hold up prices at a level which consumers could not afford to pay. That attempt has failed, and I think acid makers are beginning to realize that, just as the chemical industry of this country was unable to bear the price of £5 to £6 per ton last year, so now industry cannot get on its feet again with acid at anything like £4 to £5 per ton. We believe that acid could be sold today at 60s. per ton without loss, and we must look to secure far more drastic reductions in the near future."

"We have further endeavored to strengthen our position generally by our attempts to arrive at an understanding with our chief overseas competitors. The report shows clearly that we are under no extravagant illusions as to the immediate results to be expected from these attempts. We must continue to rely primarily on our own powers of meeting competition and on our own propaganda in order to secure our position."

"Nevertheless, it is right that an attempt should be made to understand the point of view of our competitors, both producers of sulfate of ammonia and other forms of nitrogen, and to see whether a measure of agreement cannot be attained which will, at any rate, help to increase the consumption of nitrogen as a whole, prevent speculation by middlemen whose only object is to make a profit on the immediate deal, and to avoid those violent fluctuations in price which benefit nobody except speculators in the long run."

"As to future prices, while we cannot, ought not to look for a return to anything like the level of price which we obtained last year, we see no reason at present why we should not be able to maintain our present position."

The Erdman Color Works and adjoining Chrome Color Works, both plants conducted by the Erdman Co., at Matawan, N. J., were destroyed by fire. Loss estimated \$90,000. No insurance. An official of the plants thinks the fire was due to cigarettes.

Jacob Manheimer, dealer in essential oils, has leased the building at 217 Pearl St., New York, for a term of years.

## The Oil Market

Current Spot Quotations of Oils, Tallow, Greases, Page 1329; Naval Stores, Page 1330

### PALM OILS HIGHER ON RISE IN EXCHANGE

Other Oils Show Downward Tendency Except Linseed Which Has Stiffened Somewhat—Buyers Holding Off on Contract Business Pending Tariff Legislation

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Linseed, Imp., 1½c gal.	Palm Kernel, ½c lb.
Palm, ¾c lb.	Turpentine, ½c gal.

Declined	
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China Wood, ½c lb.	Cottonseed, ¾c lb.
Corn, ¾c lb.	Sesame, 5c gal.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Cod Oil, N. F.	\$4.42	\$4.42	\$4.42	\$8.80
Degras, American, bbls.	.03½	.03½	.03½	.06
Lard, No. 1	.67	.67	.67	1.10
Menhaden, crd.* bbls.	.33	.33	.33	.40
Neatsfoot, 20 deg. et. gal.	1.25	1.25	1.00	1.65
Red Oil, distilled	.07½	.07½	.07½	.09½
Stearic Acid, T. P.	.10½	.10½	.11½	.19
Coconut, Ceylon, Dom., bbls.	.09	.09	.09½	.14
Cottonseed, crude, tanks	.06½	.07	.07	.06
Linseed, Carlots, bbls.	.67	.67	.63	.79
Olive, denatured	1.15	1.15	1.10	2.85
Peanut, refined	.11	.11	.11	.14½
Soya Bean, bbls.	.09	.09	.08½	.10½
Average	0.387	0.387	0.365	0.644

The sessions of the oil trade during the past week have been disappointing in the extreme. Buyers refuse to be interested in business in any reasonable volume whatever for the present, either in spot lots or in contracts.

The rising tendency of all foreign exchanges is forcing advances in palm oils and extreme stiffness in imported linseed oil. However, this has not been sufficient to attract buying interest, nor has the advance abroad enabled foreign traders to enter this market profitably yet. Domestic buyers seem to be holding off on contract business to await the outcome of the tariff legislation, although some few have been willing to risk it already. Census reports on cottonseed oil have been bearish and liquidation has followed. This has affected other competitive oils to some extent and has aided in discouraging buyers.

Prices on vegetable oils have shown a continued downward tendency. Linseed oil and palm oils have been the principal firm items with advances on the latter. Palm Kernel oil has been advanced here on higher exchange rates. China wood oil is weakening further and lower prices are quoted here for spot and arrival. Corn oil at the mills has finally succumbed to lack of interest and is quoted lower. Cottonseed oil has declined on liquidation by speculators on the bearish census report. Sesame oil is lower.

No pronounced change has occurred in the fish oils. Cod oil continues firm on reports of a prospective shortage of supplies in Newfoundland. Menhaden oil is firm although reports of a sharp advance during the week lack confirmation. Whale oil is attracting little interest.

Animal oil business during the week has been limited to inquiries which have seldom resulted in paying business. Foreign inquiry has been noted for oleo oil. Neatsfoot is firm. Lard oil is soft with little interest noted from buyers.

Turpentine prices are higher here. Rosin prices have been adjusted slightly.

#### Vegetable Oils

**Linseed Oil**—Crushers are quoting firm prices at 67c per gallon in carlots of barrels. In one or two cases prices have even been advanced to a basis of 68c. In spite of the firmness of crushers, however, there has been little buying interest. Imported oil is offered in the market at 62c duty paid ex-dock for nearby arrival. It is doubtful if better than 65c per gallon can be done now ex-store. These higher figures follow the advances in foreign exchange in spite of the fact that both London and Antwerp prices are lower. London quotes 27s 9d par quintal naked and Antwerp, 141 francs per 100 kilos.

Flaxseed prices are virtually unchanged following an inactive week. Buenos Aires seed has eased off slightly to \$1.43½ per bushel. Duluth quotes \$1.93½ for Dec. and \$1.96½ for May. Winnipeg prices are \$1.75 for Dec. and \$1.82 for May.

**Castor Oil**—Prices are unchanged at 11½c per pound, for No. 1 in barrels and 10½c@10¾c for No. 3.

**China Wood Oil**—Further declines in the price quoted for import from the Orient have been noted and spot prices have weakened correspondingly. Shipment within the next three months is quoted at 11c@11½c per pound for barrels, c. i. f. New York. Spot prices have declined accordingly to 13½c@13½c per pound in barrels. The Coast markets have little effect on the market here under the circumstances.

**Coconut Oil**—Some interest has been shown by some of the largest consumers in futures although spot business has been very dull. Prices are unchanged at 9c @9½c for Ceylon barrels and 10c@10½c for Cochin barrels. Manila on the coast is inactive at 7¾c@8c per pound in sellers' tanks. Edible oil prices are steady at 11c per pound for barrels on the spot.

**Corn Oil**—Lower prices have followed continued inactivity in corn oil. The present basis is 6¾c@7c per pound for crude oil in tank cars f. o. b. mills. Barrels at mills are quoted at 7½c@7¾c per pound and on the spot at 9c@9½c per pound although the latter price is very weak and probably subject to shading for firm business. Edible corn oil is quoted fractionally lower at 10c@10½c per pound in barrels on the spot.

**Cottonseed Oil**—Speculative holders were caught in the bearish movement following the government cotton crop report and have been forcing sales. Prices have consequently weakened and prime summer yellow on the Exchange is lower at 8c@9½c per pound according to position. Crude oil is also off fractionally with a nominal price f. o. b. mills quoted at 6¾c per pound.

**Palm Oil**—Prices are stiffer following advances in foreign exchange. Lagos oil in casks is quoted at 7½c @7¾c per pound, and Bonny Old Calabar at 6¾c a pound. Niger oil is attracting little attention and is quoted from spot stocks at 6¾c@6½c per gallon although replacement values are somewhat higher.

**Palm Kernel Oil**—English palm kernel oil has shown the effect of the advance in exchange, and is quoted at 8¾c@9c per pound here now.

**Peanut Oil**—In spite of the utter lack of activity of peanut oil prices have not been reduced but are still

quoted on a basis of 8c@8½c per pound in buyers' tanks f. o. b. mills.

**Poppyseed Oil**—Several inquiries have been heard in the market during the week which have failed to bring out stocks. Buyers are unwilling to pay the nominal figure of \$2.50 per gallon quoted.

**Sesame Oil**—Domestic sesame oil is quoted by crushers at lower figures and \$115@\$1.20 per gallon is now possible according to quantity.

**Soya Bean Oil**—No interest has been manifested in soya bean oil and prices are quoted unchanged on a basis of 7½c per pound in sellers' tanks f. o. b. Coast. Spot crude oil is quoted at 9c@9½c per pound in barrels but few buyers are interested.

#### Fish Oils

**Cod Oil**—Spot prices are very firm at recently quoted values. Barrels are named at 42c@44c per gallon and tanks at 41c. The situation in Newfoundland is tightening up considerably as stocks are depleted. A recent report from St. John's states that shipment from there up to December, 1921 totaled 3,490 tons as against 750 tons for the corresponding period of 1920. Supplies there are said to be nearing exhaustion.

**Menhaden Oil**—Reports of a sharp advance in prices on crude menhaden oil at mills lacks confirmation. Barrels were still to be had over the week end at 33c per gallon f. o. b. mills, although most holders asked 35c. Tanks were quoted at 32c but rather hard to locate. The advance of several cents per gallon was reported to have followed the announcement that a group of consumers had contracted a majority of the present stocks and that the balance was insufficient to meet the needs of other buyers. No confirmation was to be had.

#### Naval Stores

**Rosin**—Spot prices have been adjusted to some extent although the changes have been unimportant. The present range is \$5.35 for B to \$7.35 for WW per barrel.

**Turpentine**—Spot prices have gradually advanced to 82½c per gallon, following the advance to 74½c per gallon in the Savannah market. London prices are fractionally lower at 69s per quintal. Export demand has shown some improvement with advances in foreign money rates.

Lower prices rather than diminished quantities, are responsible for the three billion dollars decline in the value of American foreign trade in the last fiscal year, as compared with the immediately preceding year, in the opinion of Dr. Julius Klein in his first annual report as Director of the Bureau of Foreign and Domestic Commerce of the Department of Commerce.

The Catlin Shale Oil Products Co. has purchased the experimental plant at Elko, Nev., formerly operated by the Southern Pacific Co. and will add the equipment to its plant which is now engaged in the production of gasoline, distillate, lubricants and paraffine wax from shale. Development of the shale deposits near Elko is being vigorously conducted.

The Red Spot Paint & Varnish Co., North Eighth st., St. Louis, has acquired a three-story building, 40x125 ft., for a new plant. Extensions and improvements will be made and the property occupied at an early date. P. C. Fraser is general manager.

William S. Jacobs, C. J. Williams and O. E. Hubbard, of Portland, Ore. have formed the Jake Mfg. Co., makers of soap and cleaning materials.

The Standard Olive Oil Co., Inc., has obtained a judgment for \$288 against Demetrias Gerolimatos.

#### COST OF PRODUCING LITHOPONE

The United States Tariff Commission has issued a report showing costs of production in the lithopone industry for the first six months of 1921. The total cost, including sales expenses, for the first six months of 1921 was found to be 6.26 cents per pound, an increase of 0.24 of a cent, or 4 per cent over the average cost for 1919. This increase is accounted for largely by the increase in factory overhead expense per pound of lithopone, which more than offset the decrease of 0.26 of a cent per pound in direct labor and a slight decrease in selling expense.

The total quantity of lithopone produced during the first half of 1921 was slightly more than 45,000,000 pounds. This is only about half of the output during the last half of 1919, when the industry was operating at maximum capacity. Without doubt this restricted production is mainly responsible for the increase in total unit cost. Only eight of the thirteen firms previously engaged in lithopone production were in actual operation during this period. The report shows that on an average 1.22 pounds of barytes ore and 0.207 of a pound of metallic zinc were consumed for every pound of lithopone produced. The average cost of barytes ore was \$14.93 per short ton, an increase of 10 per cent over the cost in 1919. This increase is largely, if not wholly due to the increase in freight rates from barytes mines to lithopone plants.

The average net price received for lithopone during this period was 6.76 cents per pound. The difference between total net receipts and total cost shows that the industry as a whole apparently made a profit of one-half cent per pound of lithopone sold. Costs by companies, however, show that three out of the eight firms lost on their lithopone sales during the period.

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Results of an investigation of the distillation of stump wood and logging waste of western yellow pine conducted by the Bureau of Chemistry, United States Department of Agriculture, in co-operation with the University of Idaho, are detailed in Bulletin 1003, issued by the department, a copy of which may be obtained free upon application. The investigation shows in general that the stumps of western yellow pine are not as uniformly rich in resin as those of the longleaf yellow pine in the South Atlantic and Gulf States. The refined pine oils and the crude oil obtained by distilling western yellow pine are valuable for ore recovery by the flotation process. This is probably the most profitable use to which these products can be put.

The Java Coconut Oil Co. has been awarded damages of \$494,498 against the Porter Trading Co. for alleged breach of contract, by a jury in the Federal Court of Judge Maurice T. Dooling, at San Francisco. The case was a consolidation of four law suits and involved more than \$700,000. The Porter Trading Co., which was plaintiff in two of the suits, asked damages aggregating \$200,000 growing out of its contract for five shipments of copra cake amounting to 21,750 tons, which, it contended, were infested with insects and unfit for food upon arrival at this port. The Java Cocoanut Oil Co. entered counter suits against the trading company for payment for the copra. The case was in the courts three weeks and several entomologists from the University of California and Stanford University were called as witnesses.

The East St. Louis Cotton Oil Co., Marston, Mo., is to build the portion of its local plant, recently damaged by fire with loss estimated at about \$25,000.

## The Crude Drug Market

Current Spot Quotations of Crude Drugs, Pages 1331-1332

### NO BUYING IN HOLIDAY DULLNESS

Trade Looks Forward To Next Year With Confidence—  
Selected Licorice Higher—Quince Seed Up—Spanish  
Saffron Again Advanced—Another Sharp Rise In  
Mexican Vanilla Beans—Buchu Soft—Values Gener-  
ally Well Held

### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

#### Advanced

Coriander Seed, Natl., 1/2 lb.	Quince Seed, 10c lb.
Benzoin, Sumatra, 1c lb.	Rhubarb Root, Powd., 5c lb.
Fennel Seed, French, 2c lb.	Sage, Dalmatian, 1/2c lb.
Licorice Root, Select, 4c lb.	Saffron, Spanish, 50c lb.
Pepper, Black Sing., 1/2c lb.	Vanilla Beans, Mex., 50c lb.

#### Declined

Arnica Root, 15c lb.	Golden Seal, Powd., 10c lb.
Buchu Lvs., Short, 5c lb.	Leeches, \$1 Hundred
Long, 5c lb.	Kamala, 25c lb.
Cassia Buds, 1c lb.	Sassafras Bk., Ord., 3c lb.
Dill Seed, 1/2c lb.	Senna Lvs., Pd., Alex., 1c lb.
Elm Bark, Select, 2c lb.	Wax, Japan, 2c lb.
	Wahoo, Bk. Rt., 5c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Aconite Root, U.S.P.	\$22	\$22	\$22	\$45
Buchu Leaves, Short	1.15	1.20	1.25	2.75
Cantharides, Russian	2.50	2.50	2.25	2.75
Cocculus Indicus	.06 1/2	.06 1/2	.07	.22
Ergot, Spanish	1.07	1.07	1.10	1.75
Insect Powder, pure	.36	.36	.36	.58
Ipecac, Cartagena, powd.	1.60	1.60	1.60	3.00
Nux Vomica	.10	.10	.10	.13
Opium, gum	5.50	5.50	5.50	7.50
Rhubarb Root, H. D.	.50	.45	.35	.60
Tragacanth, No. 1, ribbon	2.90	2.90	2.90	4.25
Wild Cherry Bk. thin nat.	.09	.09	.09	.10
Average	1.38	1.38	1.36	2.00

Demand has slowed down almost to a standstill. The nearness of the holiday period has effectively reduced even the routine orders which the trade has been handling for a month or so past. Ten days, if not a longer period, of general inactivity are looked for from now on. Everybody appears to have taken the slowing down as to be expected, and displays a wide degree of confidence in the future. Price movements have been few, and as a whole, of minor importance. Values are extremely well maintained with advances and declines about equally divided. The reduced number of firm orders of any size in the market today may be one reason for the limited degree of shading. Without business, there can be no competition and hence no shading. But the opinion appears prevalent that the present comparative steadiness of values is due more to the generally reduced supplies of botanicals on the spot, particularly imported items which are high for shipment.

Higher prices are noted for selected licorice root in bundles on spot. Rhubarb root is close to depletion here; with little powder and less whole available. Mexican vanilla beans are scarce and again higher. Spanish saffron has scored an additional advance. Dalmatian sage is firmer on spot. French fennel seed is higher. Inside on quince seed has been moved up by holders. Buchu has softened slightly owing to the reduced demand. Powdered Alex. senna is down a cent. Cheaper cassia buds are offered here. Wahoo bark of root is somewhat easier. One lot of spot elm is reported a trifle under the market. Japan wax has softened. Dill

seed is cheaper. Lower priced leeches are offered on spot.

### Crude Drugs

**Agar Agar**—Firm at the recent advance to 70c a pound inside for a good No. 1 on spot. Other grades from 50c up.

**Cantharides**—Both Chinese and Russian are scarce. Former at 90c for whole, \$1.05@\$1.10 for powder. Russian \$2.50 whole, \$2.60 powder.

**Ergot**—The very small demand holds prices weak and subject to shading. Spot quotations are heard at \$1.05@\$1.10 for bags. For shipment, 90c c. i. f. is representative of the Spanish position. Large consumers are reported low in this item, but not inclined to buy at present owing to the uncertainty. Higher Spanish exchange has made little impression on this market.

**Kamala**—Cheaper lots are noted here at \$3.25 a pound spot.

**Leeches**—New imports of leeches of good quality are now available on the spot at \$7.00 a hundred.

**Lycopodium**—Unchanged at \$1.40@\$1.45 a pound spot. Demand is dull. Higher cables for shipment have made little change in this market.

### Barks

**Cascara Sagrada**—Easy and in small demand at 11c a pound spot for 1921 peel.

**Cotton Root**—Dull and weak at 14c@15c a pound with little demand.

**Elm**—Quotations of 30c, 32c, 33c, and 35c a pound for selected elm bark in bundles have been heard on spot. As to quantity, seller, and quality, prices vary, anything under 32c indicated as not good quality. Demand slow. Spot stocks not large.

**Sassafras**—Cheaper lots of ordinary sassafras bark are held on spot at 10c@12c a pound. Larger offers in the face of reduced demand are responsible. Selected is easier at 24c@25c.

**Wahoo**—Bark of the root is slightly easier owing to reduced demand and is now available here at 55c a pound.

### Beans

Further advances in Mexican vanilla beans still find the price tending to climb. Quotations are heard at \$6.50@\$7.50 a pound for whole beans with the tendency to make the latter inside for anything of quality. Cuts are also dearer at \$5.00@\$6.50. Bourbons unchanged and strong at \$2.50 a pound. South Americans at \$4.50.

### Berries

Fish berries weak at 6 1/2c and reported subject to shading. Cubeb steady at 90c for ordinary and \$1.00 for XX. Junipers in small routine demand at 4c a pound in bags.

### Flowers

**Chamomile**—A small sale of Romans was reported at 75c a pound. Nothing outside of a few odd pounds can be had here. Hungarian in routine request and steady at 21c a pound in cases.

**Saffron**—A few pounds changed hands at \$15.00 a pound on spot last week, and then the price was jacked up to \$15.50. One spice broker still intimates \$15.00 spot, but it is doubtful. Spot stocks very small. Re-

placement cost higher. American saffron quiet and slightly easier at \$1.10@\$1.20.

#### Herbs and Leaves

**Buchu**—The uncertainty of the whole buchu situation out in Cape Town holds American buyers out of the market, although the holiday season would very likely do the same if it could not be blamed on the former. New crop goods will soon be ready for shipment to this market, and it is not probable that buyers here will cover except from hand to mouth until the new prices are cabled. Spot goods weak and in little or no demand at \$1.15 a pound for short bales. Long easier at \$1.05.

**Sage**—Dalmatian is in better demand and spot stocks are smaller. Prices are slightly higher at 5½c @6c for a fair and good. Greek sage is steady, but unchanged at 3¾c@4c spot.

**Senna**—Powdered Alex is slightly lower at 14c a pound. T. V. powder at 8c. T. V. jobbing at 14c@15c. Pods 7c.

#### Roots

**Arnica**—Another sharp cut has brought the spot position to 35c a pound.

**Dandelion**—Steady, but in small demand here. Replacement cost higher. Spot goods at 8½c@9c a pound unchanged.

**Golden Seal**—Powdered is slightly cheaper in some quarters at \$3.85 a pound. Whole unchanged at \$3.00.

**Licorice**—The cheap sellers on Spanish bundles and baby bundles have moved up on higher replacement and small spot stocks. Bundles now inside at 25c, and baby bundles at 28c@30c a pound.

**Rhubarb**—Practically all the whole root has been cleaned out except a few small parcels. Powdered is available, but scarce on spot at 55c@60c a pound with only a few small orders considered. Goods coming forward reported of poor quality, and in small supply. Failure to cover some months ago owing to the weakness of prices in China, has left some houses here in a very disadvantageous position today.

#### Seeds and Spices

**Caraway**—Firmer on spot at 6¾c@7c for Dutch.

**Coriander**—Have stiffened up and now inside at 5¾c for unbleached. Bleached at 8½c@9c.

**Dill**—Lower prices for spot seed at 5½c a pound.

**Fennel**—French have jumped up to 10c a pound here.

**Quince**—Again higher for the small residual stocks held here, \$1.45 now being inside.

**Cassia Buds**—Cheaper here and in reduced demand at 10½c@11c a pound spot.

**Ginger**—Jamaica strong at 39c@40c. Lemon Cochin off market; ABC at 12c@15c spot. Black Singapore pepper is firmer at 8½c spot. White unchanged at 13½c. Jap easier at 8¾c.

**Japan Wax**—Easier on spot at 18c@20c a pound.

The Board of United States General Appraisers has ruled that camphor, imported by C. Pfizer & Co., Inc., was improperly classified as being refined, with duty at 5 cents per pound under Paragraph 36, Tariff Act of 1913. Duty is fixed at 1 cent per pound under the provision in the same paragraph for crude camphor.

Drugs, medicinal and pharmaceutical preparations, imported by Canada, during October, were valued as follows: from Britain \$67,111; United States \$135,795; other countries \$38,030; total \$240,936, as against imports from Britain \$189,454; United States, \$188,096; other countries \$42,307; total \$419,857, during October, 1920.

#### DRUG TRADE OPPOSES ALCOHOL RULING

##### (Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., December 21—Several important resolutions were adopted by the National Drug Trade Conference, as follows:

Whereas, It is provided by Treasury Decision No. 3233, approved December 1, 1921, that the labels on the retail packages of all alcoholic preparations actually manufactured by parties other than those under whose names they are offered to the public shall bear the collection district by State and number and the permit number of the actual manufacturer, whether the goods be manufactured of pure non-beverage alcohol or of denatured alcohol;

Whereas, Such required labeling, conveying as it does to the trade and to the public the information that the goods in question are not actually made by the parties under whose names they are sold, would prove highly injurious to the parties marketing such goods and would impose a heavy financial burden upon wholesale and retail druggists and other merchants accustomed to purchasing in bulk goods which are afterwards packaged by them for retail sale; and

Whereas, It is a serious question whether there is authority in the law for the requirement referred to, Section 4 of the Volstead Act expressly providing that all alcoholic preparations which are unfit for beverage purposes shall be exempt from the provisions of the National Prohibition Law, and, therefore, from all regulations and supervision prescribed under that statute; therefore, be it

Resolved, By the National Drug Trade Conference in annual convention assembled that the Conference hereby protests vigorously against the requirements of T. D. 3233 as unnecessary, burdensome, and possibly illegal; and be it further

Resolved, That the President of the Conference is hereby directed to appoint a committee of three members of the Conference to wait upon the Prohibition Commissioner and to urge that, for the reasons herein set forth, the regulations referred to be immediately withdrawn or so modified as to relieve the drug trade of the hardships complained of.

Resolved, That this Conference hereby enter a vigorous protest against any attempt to amend existing law so as to authorize the Commissioner of Internal Revenue to require the pre-medication in distillery or bonded warehouse, or elsewhere, of tax-paid ethyl alcohol withdrawn for the manufacture of any of the articles embraced within the exemptions found in Section 4 of the Volstead Act.

Resolved, That the National Drug Conference, in annual convention assembled, hereby tenders its hearty co-operation to assist the Prohibition Commissioner and other duly constituted officials in limiting the sale and use of all forms of intoxicating liquor to strictly legitimate purposes;

That it urges upon the Prohibition Commissioner the necessity of employing to the utmost the powers of the Government to protect the drug trade against the incursions of those who seek to use it as a cloak for the conduct of the unlawful business of distributing intoxicating liquors for beverage purposes;

That it emphasizes the importance of intelligent discrimination on the part of the authorities in dealing with all forms of intoxicants to the end that their legitimate use shall not be prohibited or restricted especially with respect to the essential chemical material, ethyl alcohol.

That it urges upon the Commissioner of Internal Revenue the desirability of divorcing as far as possible the divisions of the Prohibition Unit engaged in the enforcement of the laws against the beverage use of intoxicating liquors from those which have the supervision of the industrial or non-beverage use of alcohol; and finally

That the Conference deems it a matter of paramount importance that the lay public as well as all officials charged with the enforcement of the National Prohibition Law or the Pure Food and Drugs Act should clearly understand the function of alcohol as an indispensable agent known to chemistry or pharmacy for use in the processes of extraction, solution, and preservation in the manufacture of legitimate medicines as distinguished from its effect as a stimulant; and hereby pledges its members to use their influence and all the resources at their command to the end that the general public shall be fully informed of the real object and results accomplished by medicine manufacturers and pharmacists in the use of alcohol in the production of medicines, and shall not be misled by false propaganda based upon the condemnation by certain organizations in the medical profession of the use of potable intoxicating liquors as therapeutic agents, a condemnation which is not directed by these organizations against any of the legitimate uses of alcohol in the production of medicinal preparations.

Dun's list of prices of wholesale commodities, for last week showed in the combined lists for drugs, chemicals, dyestuff and oils thirteen changes, of which eight were advances. The only revisions in the naval stores were declines in tar and turpentine.

Carl F. G. Meyer, president of Meyer Bros. Drug Co., and Mrs. Meyer, who have been on a three months tour of Europe and Germany, returned to St. Louis last week.

## The Essential Oil Market

Current Spot Quotations of Essential Oils and Aromatic Chemicals, Pages 1335-1336

### ESSENTIAL OILS MARKING TIME

**Outlook Materially Brighter—East Indian Sandalwood Higher—Spot Scarcity of Wormseed Oil—Geranium and Citronella Up—Oil Cloves Softer—Lavender Flower Oil Weak**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

##### Advanced

Oil Citronella, Ceylon, 2c lb.      Oil Sandalwood, E.I., 15c lb.  
Oil Geranium, Bourbon, 25c lb.      Oil Wormseed 25c lb.

##### Declined

Oil Cloves, 5c lb.      Oil Limes, Express., 25c lb.  
Oil Lavender Flowers, 15c lb.      Methyl Salicylate, Resale, 2c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Oil Bergamot .....	\$3.00	\$5.00	\$5.25	\$6.50
Oil Citronella, Ceylon.....	.42	.40	.36	.42
Oil Cloves .....	2.36	2.35	2.45	2.00
Oil Lemon .....	.67½	.67½	.70	1.00
Oil Peppermint, Natural .....	1.75	1.75	1.75	5.50
Oil Sandalwood, E. I.....	7.40	7.25	7.00	10.50
Oil Sassafras, Artif. ....	.51	.51	.53	.70
Benzaldehyde, U.S.P. ....	1.25	1.25	1.25	1.00
Coumarin .....	3.75	3.75	3.75	5.75
Methyl Salicylate .....	.40	.40	.35	.65
Vanillin .....	.60	.60	.60	.80
Average .....	2.18	2.18	2.19	3.68

Although actual buying by consumer accounts is still continuing very light, essential oil prices as a group are steady. In comparison to the reduced demand of the past month, price shading has amounted to little or nothing. A wide vein of optimism runs through the whole market; the recent sharp upward movement of foreign exchanges, consequent higher replacement costs, and a far brighter outlook for a resumption of export business in the near future, all adding their bit. Of course, spot buying still continues slow, and will in all probability until after the holidays. The strengthening of the drug and essential oil industries basically throughout the past four months has been very pronounced, and cannot be denied. Potentially values are materially higher and more stable, with an outlook for the early part of next year which points to a more orderly and sound position for essential oils and allied products.

As far as spot prices are concerned, the trade here is marking time. Values are steady and not inclined to change. In a few items where spot scarcities have developed, holders are bullish in their views and asking price are higher, but as a whole prices are steady and show few revisions. Wormseed is firmer on spot owing to the very limited stocks available. Citronella has moved up slightly for much the same reasons. Higher prices are noted also in the case of East Indian sandalwood oil. Lavender flower oil is weak and in small demand. Bergamot is easy and in routine request only. Cloves has softened slightly on lack of demand. Cheaper expressed limes is available. Cassia is very firmly held. Oil peppermint is somewhat stronger both here and in primary markets. Lemon continues soft.

#### Essential Oils

**Oil Anise—Continues firm and unchanged at 57½c a pound for spot technical in cases. U. S. P. oil held at 65c@70c.**

**Oil Bank—Reported easier at 35c a gallon on spot.**

**Oil Bay—Steady at \$2.25 a pound spot. Some sellers inside at \$2.50.**

**Oil Bergamot—Weak and tending to slide off. Demand confined to very small routine lots. Reports of inside shading in some quarters. Openly named here at \$5.00@\$5.50 a pound for coppers, standard brands.**

**Oil Camphor—The position continues quiet and somewhat weaker owing to the larger offers from recent imports. Quoted at 21c@22c a pound for white oil in cases on spot. By-product oil quiet at 9c unchanged.**

**Oil Cananga—Easier, but showing no change as far as outward quotations are concerned. Native oil at \$3.00 a pound, and rectified at \$4.00.**

**Oil Cassia—Continues to stand out as one of the firm spots in the market. Supplies of technical small on spot and firmly held at \$1.25 a pound inside for cases. Lead free at \$1.40, and U. S. P. at \$1.65@\$1.70.**

**Oil Cedar—Leaf dull and unchanged at 80c a pound spot. Subject to shading on firm business, and on quality. Oil wood at 35c and dull.**

**Oil Cinnamon—Good quality easy at \$15.00 a pound spot.**

**Oil Citronella—The scarcity of spot Ceylon oil and the steadiness of the small lot demand have caused some holders to raise their prices to an inside of 42c a pound for drums. Cans and bottles held at 44c@46c a pound. Java oil is firm at 75c inside with little held on spot.**

**Oil Cloves—Although distillers appear firm at \$2.40 a pound for oil cloves in cans, some outside lots were obtainable at slightly lower prices than were noted last week for the same goods. Offers at \$2.30 are now heard. The spice, although basically very firm, has shown further weakness on this market. Lower priced oil, however, reflects more the slower demand.**

**Oil Coriander—New lots continue to be imported, and in the face of an already weak market here, the effect is a continuation of the softness. Spot goods here at \$9.00 a pound, and possibly less on a firm order.**

**Oil Cubebs—An import last week did not change the market here. Still held at \$6.50 a pound spot with demand small.**

**Oil Eucalyptus—Continues soft and under pressure on spot in spite of the season. Spot cases of U. S. P. Australian oil at 45c, small lots at 48c a pound up.**

**Oil Geranium—Bourbon oil is in smaller supply here, and some holders are demanding higher prices. Inside is now heard at \$4.75 a pound, ranging to \$5.00 as to seller. African oil as to quantity and seller at \$5.00 a pound to \$6.50. Turkish is not a factor.**

**Oil Lavender—The demand for U. S. P. flower oils is small and with larger offers and keener competition, lavender is cheaper on spot. For U. S. P. \$3.10 is heard, and it is intimated that \$3.00 might be worked on a quantity. Range to \$3.75 as to quality and seller. Spike a weak item still at \$1.00 spot.**

**Oil Lemon—Still dull, in small demand, and under pressure of heavy holdings both here and in the primary markets. Quoted on spot at 67½c a pound for coppers, possibly less on a five or ten copper order. Ranges to 80c a pound as to brand.**

**Oil Limes—Demand for expressed limes is dead. A**

small sale is reported to have been made lower at \$2.75 a pound spot.

**Oil Orange**—Quiet and steady. Demand limited, but prices unchanged at \$3.00 a pound for sweet Sicilian and \$2.00 for West Indian. Bitter at \$1.85@\$2.10 a pound spot.

**Oil Peppermint**—Indicated as somewhat firmer both on spot and in the country, although on what grounds was not stated. Demand, as far as can be determined, shows little increase. One or two consumers are reported to have been feeling out the country for quantities, 1922 delivery. Stocks in all quarters are heavy. Spot natural oil in cases at \$1.75. U. S. P. at \$2.00.

**Oil Sandalwood**—The reduced condition of spot stocks and a few orders in this market, have stiffened prices to an inside of \$7.40 a pound. A lot of East Indian, U. S. P. oil to arrive reported offered at \$7.15. Firmly maintained by holders.

**Oil Wormseed**—A broker indicates that his attempts to fill a fair sized order for export found insufficient stocks on spot. He names an inside as representing the spot market of \$4.25 with guaranteed U. S. P. goods at \$4.75. Distillers in the country very bullish in their ideas and holding firmly for higher prices.

#### Aromatic Chemicals

**Coumarin**—Weak and in small demand at \$3.75 a pound form American makers.

**Eucalyptol**—Generally held at 90c a pound spot. Offered in one quarter at 88c, possibly less on a quantity firm order.

**Methyl Salicylate**—Manufacturers adhere firmly to 40c a pound basis fifty pound cans. Resale goods cheaper at 33c@35c a pound.

**Safrol**—Supplies here reported very small and inside on spot at 72½c@75c a pound.

#### OUTLOOK FOR SYNTHETIC REMEDIES

Professor Bogert, of Columbia University in adopting the role of prophet on the occasion of the recent announcement of the university's intention to erect a new chemistry building said:

"The time is surely coming when it will be necessary only for the physician to state just what effects he wishes to produce, and the chemist can build up for him a compound that will do all that is required and be free from unpleasant after-effects, much as the child would build up a new kind of house with the same old blocks. It takes years to solve such problems, of course; Van Baeyer worked twenty years upon the molecular structure of indigo, but he finally solved the mystery.

"The popular superstition that the medicinal value of a pure chemical compound is modified in some obscure but positive manner by the source from which it is derived, is as old as the hills. The famous 'English drops,' a drug which really consists of nothing more than ammonium carbonate with a little ethereal oil, was sold for high prices up to the close of the seventeenth century, because it was stated by some that the ammonium it contained was obtained by the dry distillation of silk, while others even went so far as to maintain that it was prepared by distilling five pounds of the skulls of persons who had been hanged or who had come to some other unnatural end, with two pounds of dried vipers, hartshorn and ivory. We smile, and yet this same kind of superstition still retains its hold upon the community and has materially retarded the introduction of really valuable synthetic remedies."

#### CHANGES IN DENATURING FORMULAS

The Commissioner of Internal Revenue announces amendments to specially denatured alcohol Formula No. 17 and completely denatured alcohol Formula No. 4. In the case of specially denatured alcohol Formula No. 17, he says the specifications for the animal oil in this formula are amended to read as follows:

**Color**—The color shall be a deep brown.

**Boiling point**—When 100 cc of the animal oil are subject to distillation in the same manner as prescribed for the determination of the boiling point of wood alcohol, not more than 5 cc should distill over below 90°C.

**Pyrol Reaction**—2½ cc of a 1% solution of the animal oil in 90% of alcohol by volume are diluted to 100 cc with alcohol. A splinter of pine wood, previously moistened with concentrated hydrochloric acid, is dipped into 10 cc of this solution, containing 0.025% of animal oil. After a few minutes the splinter should show a distinct red coloration.

**Reaction with Mercuric Chloride**—5 cc of the 1% solution of the animal oil in 90% of alcohol by volume, when treated with 5 cc of a 2% solution of mercuric chloride in alcohol should give an immediate turbidity followed by the separation of a flocculent precipitate after several minutes standing. Five cc of the 0.025% solution of animal oil, when treated with 5 cc of the 2% solution of mercuric chloride should show a faint turbidity after several minutes.

In the case of completely denatured alcohol formula No. 4, permission is granted to use 0.5 part of ortho nitro toloul as a substitute for 0.5 part by volume of nitro benzol. The specifications for ortho nitro toloul follow:

**Color**, pale yellow; **Specific gravity**, 1.170 at 60°F; **boiling point**, 85 per cent shall distill within 1.200 and within this range shall lie the true boiling point of ortho nitro toloul (which is 222.7°C.); **impurities**—it shall contain less than 3% Para-nitro toloul.

#### REGISTERING PROPRIETARIES IN CUBA

In answer to a letter of inquiry addressed by the Proprietary Association to Mr. James Bennett of Drogaria de Johnson, Havana, relative to the requirements for the registration of proprietary medicines in Cuba, Mr. Bennett submitted the following information:

There are three ways of registering a preparation—By the agent, by the manufacturer, and by the importer. If by the agent, he must be specially authorized by the manufacturer to act and to present the needed documents. If by the manufacturer, he must present the needed documents in person to the Department of Sanitation. In both cases the application must be accompanied by a certificate showing the legal existence of the laboratory where prepared, name and address of the manufacturer, and, in the case of an agent, a power of attorney to act, each of which involves preparing the documents in Spanish or the cost of translating them, notaries fees, signatures of county clerks or secretaries of state and of the Cuban consul.

When the registration is by the importer, he presents a sworn application vouching for the correctness of the names and addresses of the manufacturers.

The registration by Drogaria de Johnson, Dr. E. Sarra or Dr. Francisco Taquechel, all of Havana, Cuba, issued in response to the application of these houses, is all the regulations now require. It is suggested that manufacturers doing business in Cuba who have not been notified by either of these houses that preparations have been registered, that such manufacturers immediately authorize one of them to make application for registration.

## The Consuming Industries

### GERMAN COMPETITION IN KNIT GOODS .

**Senate Finance Committee Hears Testimony of Wisconsin Manufacturer Who Will Furnish Samples and Prices of German Products Offered Here—Favors American Valuation Plan**

(*Special to DRUG AND CHEMICAL MARKETS*)

Washington, D. C., Dec. 21—John J. Phoenix, president of the Bradley Knitting Mills, of Delavan, Wis., told the Senate Finance Committee last week, that Germany was now laying lines to capture the American market for knitted outerwear. He agreed to furnish samples and prices of German products with which the domestic producers are now competing, together with corresponding American products for comparison. He advocated the application of the American valuation plan, declaring that it is workable and fundamentally sound, and is the only basis that will in any way protect American industry. Much of the opposition to the plan, he said, comes from bankers with foreign credits, importers and misguided retailers.

Mr. Phoenix, on behalf of the National Knitted Outerwear Association, asked for the following rates on knitted articles of which wool is a component material: valued at less than \$1.50 per pound, 30c per pound and 35 per cent ad valorem; Valued at less than \$1.50 per pound, 30c but not more than \$3 per pound, 36c per pound and 42 per cent ad valorem; valued at more than \$3 per pound, 36c per pound and 50 per cent ad valorem.

### CHILE'S DEMAND FOR RUBBER GOODS

The idea is prevalent that there is no market for raincoats in Chile and Peru because it seldom rains in those countries, writes P. L. Palmerton, chief of the Rubber Division of the Department of Commerce, in "Commerce Reports." The use of rubber clothing in Chile is very slight. In the northern part of Chile, as well as in Peru, rainfall is almost unknown, but in central Chile it is frequent and in southern Chile even excessive. The consul at Concepcion reports that "there is practically no sale for rubber clothing."

The market for rubber goods and shoes is not good. Rubber boots are used by the higher class of mine employees to some extent. Tennis shoes are more used than formerly. Low rubbers and one-buckle overshoes are sometimes worn. Heavy leather shoes and leather leggings are worn by men of the wealthier class in times of heavy rains, while the poorer people go bare-footed or wear coarse leather or wooden shoes. The summer, from December 21 to March 21, is the rainy season. In some parts of the island zone of southern Chile the precipitation is as much as 130 inches per year. In 1920 the United States shipped 3,418 pairs of rubber boots and 54,893 pairs of rubber shoes to Chile.

A. B. Victorious & Co., New York, have purchased the Star Hosiery Mill, at Spartanburg, S. C., and will enlarge plant. Present output 450 dozen pairs men's and women's hose per day.

The B. F. Goodrich Co., Akron, O., has increased production in its automobile tire department to 10,000 tires daily. About 500 employees have been added.

The Spencer Mountain Mills, Gastonia, N. C., will build addition estimated to cost \$8,000, and install machinery costing \$42,000.

### WILLIAM WOOD'S 59 VARIETIES .

The American Woolen Co. has decided to dissolve the American Woolen Products Co., formed to operate in foreign markets, owing to the impossibility of competing against cheap labor and lower wool prices abroad. The company has purchased the Norwich, Winchester and Yantic woolen mills for \$1,700,000, making a total of 59 mills operated by the American Woolen Co. William Wood, president, has decided to convert the Shawsheen warehouse at Andover, Mass., into a manufacturing unit.

### New Consuming Companies

Lafranco Laboratories, Manhattan, capital \$10,000. Drugs. H. Markman, M. M. Kotzen, S. M. Louis. Attorneys, Kotzen Brothers, 51 Chambers st.

Warm Wear Knitting Co., Anderson, Ind., capital \$25,000. Chester E. Bentz, Jesse L. Vermillion, Glen W. Gates.

National Beauty Shops, Inc., Manhattan, capital \$100,000. Drugs. J. Collins, 308 Willis ave.

Sherwood Paper Co., Boston, capital \$50,000. Norman J. MacGaffin, West Medford, Mass.; Frances Rosenthal, Roxbury, Mass.; M. C. Sullivan, Dorchester, Mass.

Excello Shoe Co., Brockton, Mass., capital \$50,000. Samuel Goldberg, Brockton; Joseph Levy, Barnet Levy, Joseph Rosenweig, New York.

National Felt Slipper Co., Inc., Worcester, Mass., capital \$25,000. Max L. Graces, Hyman J. Columbak, Irving P. Sawyer, Cora M. Sawyer, Worcester.

Suffolk Shoe and Leather Corp., Boston, capital \$100,000. Jacob L. Snyder, Max Rapoport, Berthold Meymann, Meyer L. Orlov, Joseph Cohen, Boston; Alfred Fox, Brookline, Mass.

Benjamin Moseley Co., Inc., Needham, Mass., capital \$80,000. Sweater manufacturers. Frederick Bailey, Henry M. Freyer, Needham; Stanley W. C. Downey, Boston.

Mohawk Mills Remnants, Inc., Cambridge, Mass., capital \$25,000. Samuel Adelman, Rebecca Adelman, Brookline, Mass.; John J. Walsh, Boston; Leo Cantor, Haverhill, Mass.

Washington Shoe Co., Boston, capital \$50,000. Max Goldman, Chelsea, Mass.; Mary Hymanson, Lynn, Mass.; Ida Curhahn, Roxbury, Mass.

Commonwealth Pharmacy, Manhattan, capital \$10,000. S. Goldberg, L. A. Kahn, H. Schwaib. Attorney, H. N. Osrin, 1476 Broadway.

Porter-Seitz Shoe Stores Co., Dover, Del., capital \$100,000. Manufacture shoes. A. A. Porter, Wireton, Pa.; Harry F. Seitz, Henrietta Seitz, Grafton, Pa. Incorporated by U. S. Corporation Co.

Motion Picture Utility Corp., San Francisco, capital \$500,000. Millbond Chemicals, Limited, Boston, capital \$50,000. Manufacturers of pharmaceuticals. Julius Robbins, Benjamin Zaken, Brookline, Mass.; Milton H. Balch, West Newton.

Invader Paint & Varnish Co., 1913 S. Jefferson st., Chicago, capital \$5,000. Manufacture and deal in materials used in painting trades. N. W. Patterson, Kathryn Wehrmeister, W. J. Wehrmeister. Agent, R. W. Patterson, 6231 Stewart ave.

Mahler Textiles, Inc., 226 W. Adams st., Chicago, capital \$100,000. Manufacture and deal in textiles. Edmund M. Sinnott, James D. Woley and Martin J. Isaacs. Attorneys, McGoorty, Silber, Isaacs & Woley, Home Ins. bldg.

Midwest Glass Products Corp., 112 S. Michigan ave., Chicago, capital \$500,000 and 5,000 shares, no par value. Manufacture and deal in glass products. Agent, Wm. C. Clausen, 10 S. LaSalle st.

Hudson County Drug Co., Jersey City, capital \$50,000. Louis E. Calitri, Charles Campanella.

Scott & Bowne of Brazil, Dover, Del., capital \$10,000. Drugs. Incorporated by Capital Trust Co. of Delaware.

Johnston Mfg. Co., Charlotte, N. C., capital \$1,000,000. Yarns. Charles W. Johnston, R. H. Johnston, Rosa J. Stokes.

Russellville Compress Co., Russellville, Ark., capital \$75,000. R. L. Taylor, Memphis, Tenn.; C. A. Cunningham, Blytheville, Ark.; A. N. Falls, Russellville, Ark.

Staub & Son, Inc., Rochester, N. Y., capital \$150,000. W. J. Staub, Rochester.

United Cinema Co., Wilmington, Del., capital \$2,000,000.

New Montgomery Hall, 101 Montgomery st., Newark, N. J., capital \$100,000. To make soda and soft drinks.

Apple Gum Co., Inc., Wilmington, Del., capital \$21,000,000. To manufacture chewing gum and candy.

New Jersey ranks first among states in the value of many products, according to a report by the Department of Conservation and Development, which L. G. Gillam, chief of Land Registry has just issued, covering the year 1921. Among these leading industries is the dyeing and finishing of textiles. The state is second only, in the manufacture of chemicals and silk. These relative values are graphically shown in diagrams and maps, and the volume is illustrated also with pictures of leading plants. In a list of 34 industries in the state, the smelting, petroleum, silk, and foundry and machine shop industries lead, and the chemical industry is ninth, in value of products. Leather is tenth. Dyeing and finishing is eleventh in value of products made within the state, although ranking first in comparison with other states. The soap industry is sixteenth, and paint and varnish seventeenth. Canning and preserving is twentieth, fertilizers, twenty-eighth, and paper and wood pulp is twenty-ninth in the list.

In connection with the proposed consolidation of the Standard Processing Co., the Thatcher Spinning Co., Inc., of Chattanooga, and the Coosa Manufacturing Co. of Piedmont, Ala., the Standard Processing Co. of Chattanooga, Tenn., last week filed an application seeking to amend its charter, increasing the capital stock from \$400,000 to \$1,122,000. It is reported that final steps will be taken to complete the consolidation by Jan. 1. A new corporate name will be selected and the total authorized capital will be \$5,000,000. The consolidated plants will produce cotton yarn, practically all of which will be mercerized.

The American Fabric Co., Providence, R. I., has moved to larger quarters at 289 Thurbers ave., where a braid manufacturing plant has been established. Jacob Kenner is president, superintendent and buyer. The firm has been in existence for five years. They were formerly jobbers in braids, narrow fabrics and shoe laces. They are now installing 500 braiding machines to produce what they sell.

Spring sales campaigns launched by the large rubber companies are bringing orders from dealers over the country in unexpectedly large volume, according to the Cleveland Trust Company. "Apparently," it points out, "dealers have confidence in a good demand for tires next year and this, combined with recent price reductions to the lowest levels ever reached, has stimulated ordering.

The Maple Leaf Hosiery Co., Ltd., of Toronto, Canada, has been incorporated with \$40,000 capital, and will continue the business formerly conducted by the corporation of similar name. Women's and children's stockings have been added to the previous product of men's half hose. G. F. McGowan is president, F. Lemmon, vice-president, J. Comper, secretary and E. Comper, treasurer.

The Wilde Knitting Corp. will begin operations in its recently completed plant at Hazleton, Pa., in January, on the manufacture of women's combed yarn vests and union suits. This is a new concern capitalized for \$50,000. The permanent officers for the corporation have not yet been selected. John Williams is the superintendent.

The J. N. L. Smythe Co., Philadelphia, which purchased the Windsor Locks (Conn.) Paper Mills, has incorporated the Windsor Locks Paper Mills Co., capitalized at \$200,000, and will increase the capacity of the plant.

The recent fire which swept the warehouses of the Greenwood Compress & Storage Co., at Greenwood, Miss., seriously damaged approximately 5,000 to 6,000 bales of cotton, valued at about \$650,000 to \$700,000.

The Yazoo Yarn Mill, Yazoo City, Miss., will spend \$100,000 in new equipment, and an addition to the mill.

### *Trade Tips for Sellers*

The Grand Rapids Tire and Rubber Co., Grand Rapids, Mich., has increased its capital stock from \$3,000,000 to \$9,000,000.

The MacBeth-Evans glass factory at Marion, Ind., which has been closed several months, has resumed operations, giving employment to five hundred persons working in three shifts.

Construction will begin at Shreveport, La., within ninety days on a new plant for the United States Sheet & Window Glass Co. The new factory, it is claimed, will be the largest of its kind in the world.

The directors of the Western Reserve Cotton Mills Co., Quitman, Ga., at a meeting at the home office in Kent, O., ordered that the Quitman mills be put in night and day production capacity immediately.

Leather prices continue firm, although the volume of business is small and there is a seasonal lack of orders owing to inventory-taking. Hides are high owing to a world-wide shortage of desirable grades, and no improvement is in sight.

Edwin P. Holmes, president of the New England Shoe Wholesalers' Association, told the members of the association, at their annual meeting in Boston, that the worst of the period of depression in the shoe industry was over, and trade was beginning to improve.

The eleventh annual convention and exposition of the National Shoe Retailers' Association will be held in the Coliseum Building, Chicago, Jan. 9 to 12. The office of the convention and exposition committee is at 417 South Dearborn street, Chicago. Latest styles of shoes will be displayed attractively on live models.

Receivers were appointed, last week, in an equity suit against the Roxford Knitting Co. of Philadelphia, upon the application of the Central National Bank; Elkins, Morris & Co.; Fourth Street National Bank; Tradesmen's National Bank, and the Kent Manufacturing Co. The appointment of permanent receivers will be heard on Dec. 23.

The property of the United American and Bernheim Distilleries, at Louisville, Ky., recently taken over by the Dosch Chemical Co., comprises 24 buildings. The company will manufacture insecticides and the machines for spraying trees and plants. About \$100,000 worth of machinery will be installed. Nicotine sulfate solution will be the principal product. The company will also make lime sulfur, arsenate of lead, and bordeaux mixture; and rubber sulfur for tire vulcanizing.

Motion picture films estimated at a value of more than \$1,000,000 were destroyed by a fire at Dallas, Tex., last week, which wrecked the warerooms of the Consolidated Film & Supply Co. Several other smaller business concerns suffered from fire and water. Other distribution agencies which were totally destroyed were: Marker Film Co., Emergency Film Co., Texas Film Co., Enterprise Distributing Corp., United Artists, Peacock Productions, Consolidated Film & Supply Co. and Southern Enterprise Co.

The number of active spindles in November was 34,387,000 against 34,255,522 in October and 31,700,014 in November, 1920, according to the Census Bureau. The report shows that there were consumed in November, exclusive of linters \$26,610 running bales, compared with 494,745 bales in October and 332,712 bales in November, 1920. The amount of cotton on hand in consuming establishments on Nov. 30, last was 1,648,216 bales, against 1,404,931 bales on Oct. 31, last, and 1,118,418 bales on Nov. 30, 1920.

## The Foreign Markets

Imports of Drugs, Chemicals, Dyes/stuffs, etc. Page 1338

### LOWER PRICES FOR CASTOREUM

Hudson Bay Company offers 2,649 Pounds, but only 575 Pounds are sold—Prices 25 Per Cent Less Than In 1920—Oil of Citronella and Cod Liver Oil Higher—Cocoa Butter, Dill Seed, and Sulphonal Lower.

(Special Cable to DRUG AND CHEMICAL MARKETS)

London, Dec. 21.—With the approach of the New Year, business has become slack. Prices have fluctuated less, owing in part to the restricted trading. The market is higher on oil citronella and cod liver oil.

Prices of balsam tolu and chamomile flowers are firmer.

There is an easier tendency in the market on farina, linseed oil, menthol, platinum, shellac, and turpentine.

Lower prices are announced on coco butter, dill seed, and sulphonal.

At the Hudson Bay Co's auction of castoreum, 2,649 pounds were offered, but only 575 pounds were sold. Prices were 25 per cent lower than in 1920.

London, Dec. 10.—(By Mail)—Towards the close of the year, no one expects much improvement in business, the buying at this season being mostly for immediate requirements. Bergamot is easier on spot at from 22s to 23s6d per pound according to seller. Camphor refined has been in good demand and Japanese slabs have advanced 6d per pound, sales having been made from 4s9d to 5s. English refiners have advanced their price for flowers to 4s9d per pound, and 4s7d for contracts. Citric acid is easier, the English makers now quoting 2s 2½d for ton lots, and 2s 3d per pound for 5 cwt. Coco butter is lower, prime English being now offered at 1s8½ per pound for ton lots on spot.

Ether Methylated has been reduced by 2d per pound, S. G. 720 being now 1s7d per pound in bottles, and S. G. 735 1s 4d per pound. The price for 12 Winchester quarts is ½d per pound less.

Linseed oil has again fluctuated, but the London market closes firmer at 28s9d per cwt naked.

Menthol is somewhat easier, Kobayashi and Suzuki being offered at 21s6d to 22s per pound according to quantity.

Shellac closes rather easier, at 345s per cwt. for standard T. N. Orange on spot.

Spirit methylated is 1s per gallon lower, the present prices being as follows, for 100 gallon lots, 61 o. p., industrial 4s, mineralized 4s 11d per gallon. Smaller quantities at 2d to 4d per gallon more.

Tannic acid is a little firmer at 5s to 5s3d per pound on spot, with some enquiry.

Tartaric acid is easier, being quoted by English makers at 1s½d per pound on spot.

Turpentine—London spot price for American, notwithstanding small stocks, closes easier at 6s per cwt.

Vermilion has been advanced 3d per pound by the English makers, who now quote from 4s1d to 4s4d per pound, according to quantity

Dr. C. Duisberg, general director of Fried. Bayer & Co., of Levenkusen, Germany, now called the Farbenfabriken, is coming to the United States on business regarding the Bayer patents.

	FOREIGN EXCHANGE	Par	Current
Great Britain (pound sterling) .....	\$4.866	\$4.210	
France (franc) .....	.193	.081	
Italy (lira) .....	.193	.046	
Germany (mark) per hundred .....	23.80	.545	
Czechoslovakia (crown) per hundred .....	20.30	1.240	
Poland (mark) per hundred .....	23.80	.035	
Austria (crown) per hundred .....	20.30	.046	
Japan (yen) .....	.499	.479	
Spain (peseta) .....	.193	.149	
Holland (guilder) .....	.402	.366	
Belgium (franc) .....	.198	.078	
Norway (crown) .....	.268	.160	
Switzerland (franc) .....	.193	.195	
Sweden (crown) .....	.268	.250	
Denmark (crown) .....	.268	.210	
Argentina (peso) .....	.424	.336	
Brazil (milreis) .....	.279	.136	
China (Silver dollars—Hongkong) .....	.789	.559	
(Tael—Shanghai, silver) .....	1.082	.772	
(Tael—Peking, silver) .....	1.156	.830	
Russia—(100 rubles) .....	51.50	.100	

### BRITISH COAL-TAR PRODUCTS WEAK

(Special Correspondence to DRUG & CHEMICAL MARKETS)

London, Dec 10.—There is no material change in the market for coal-tar products. Prices are well maintained. Aniline oil, 1s 4d per pound drums extra, remains slack with values unsteady. Betanaphthol, 1s-9d. per lb. casks free, very quiet. Paranimtraniline, 6s per lb. casks free, remains sluggish. "H" Acid, 6s 6d per lb. casks free, quoted unchanged with market slack. Resorcin, about 8s-3d per lb, the market is weak and dull at this figure.

Benzene, pure, 3s 3d 90 degree, 2s 9d per gallon in drums. A limited demand, with values steady. Toluene, pure, 3s-2d. commercial, 2s-9d. per gallon in drums. Values the same on a dull market. Xylol, pure, 4s commercial, 3s per gallon in drums, remains slack, values unchanged.

Creosote oil is steady but not active at 9d. per gallon barrels free. Carbolic acid crystals, 7d per gallon in drums with over-casks. At this figure values are very weak, business is small. Cresylic acid crude, 1s-10d dark 95%, 2s-3d; pale straw 97%, 2s-6d per gallon drums extra. Values are maintained with the market still dull.

Naphthalene, crude, £7 to £9, flakes, £19; crystals, £18 10s; powder, £17; balls, £28, candles, £40, tablets £40, per ton, bags and casks free. Values for all grades are steady but the market remains dull.

### CANADA'S DYE IMPORTS DECLINE

(Special to DRUG & CHEMICAL MARKETS)

Toronto, Canada, Dec 21.—The monthly report of the trade of Canada for October gives the value of imports of dyes and tanning materials as follows: From Britain, \$15,849; United States, \$278,118; other countries, \$38,643; total, \$332,610, as compared with imports for October, 1920, from Britain, \$103,982; United States, \$465,627; other countries, \$51,393; total \$621,002.

Imports of aniline and coal tar dyes, were as follows: From Britain, 18,692 lbs., value \$14,544; United States, 157,111 lbs., value \$127,890; Germany, 7,486 lbs., value \$32,257; Switzerland, 6,168 lbs, \$6,010; other countries, 1,000 lbs, value \$371; total 190,457 lbs, value \$181,072; as compared imports for October 1920, from Britain, 136,421 lbs, \$86,310; United States, 201,302 lbs, value \$236,421; Germany, 560 lbs., value \$1,830; Switzerland, 2,181 lbs, value \$2,871; total 340,464 lbs, value \$327,432.

## Foreign Trade Notes

The Bureau of Foreign and Domestic Commerce has a report on the Swiss alcohol trade from the American Consul at Zurich. The Swiss Federal Government retains the exclusive right, by virtue of the Act of June 29, 1900, to manufacture, import and export alcohol. The Eidgenoessische Alkoholverwaltung (Federal Alcohol Administration) at Berne is authorized to administer this law, and to generally supervise all manufacture of and trade in spirits. The control exercised by the Administration is rigid. It dictates price, regulates manufacture and importations, and controls denaturation. However, the Administration owns no distilleries and does not itself engage in the manufacture of alcohol.

Vlessing & Co. of Holland, have made an arrangement with the Temo Co. for working the manganese beds near Tshiaturi, in Georgia, writes the Balkan correspondent of the "Nieuwe Rotterdamsche Courant." They will have the monopoly of the sale of the manganese ore produced. This is an enormous business, involving millions. The quantity of manganese found at Tshiaturi has been estimated at 80% of the world's output. Owing to the war and the Russian revolution, however, the Tshiaturi manganese has lost its standing on the world market during the last few years.

A French decree of Nov. 4, published in the Journal Officiel for Nov. 6 increases the general rates of import duty on the following chemicals: (Item 0158) chloride of potassium, 30 francs per 100 kilos; (item 0159) potassium sulfate, 30 francs per 100 kilos. When originating in countries obtaining minimum treatment in France, both articles are still admitted free of duty. American products are admitted under the old general rates of duty which are 1.50 and 2 francs per 100 kilos, respectively.

New shares of the capital stock of the Oppau Chemical Syndicate to the amount of 162,000,000 marks are to be offered to shareholders, and sold at the highest prices obtainable. The seven companies in the combine will thereby increase their total capital to 1,900,000 marks.

The new tariff introduced into the New Zealand Parliament proposes a 35 per cent duty on "chemists' sundries", which are now admitted free. The law will not go into effect for three or four months.

## Foreign Trade Opportunities

The Department of Commerce, Washington, D. C., has received the following inquiries for drugs, chemicals and accessories. Reserved addresses may be obtained from the Bureau and its district and cooperative offices. Request for each opportunity should be on a separate sheet and state opportunity number. The Bureau does not furnish credit ratings or assume responsibility as to the standing of foreign inquirers; the usual precautions should be taken in all cases.

397—A commercial agent in Italy desires to secure the representation of firms for the sale of chemicals. Reference.

398—A mercantile firm in Sweden desires to purchase granulated or powdered starch. Quotations should be given c.i.f. Swedish port. Payment to be cash against documents. References.

409—A firm in Sweden desires to secure the representation of manufacturers or wholesalers of rosin and lubricating oils.

410—A Dane who is about to establish a commission agency office in Chile desires to receive catalogues and full information on chemicals, drugs, medicines, and materials for the contemplated improvements of a municipal water system. A list of the water system materials needed was forwarded and may be examined at the Bureau or its district offices. (Refer to file No. 3990.) Quotations should be given c.i.f. Chilean port or f.o.b. American port. References.

## HOW TO MARK GOODS FOR CANADA

The Canadian Commissioner of Customs has issued regulations regarding the marking of specific articles affected by the amendment to the Canadian Tariff Law whereby all goods imported after Dec. 31 must bear an indication of the country of origin. The rulings of interest in the drug and chemical trade, as summarized by the U. S. Department of Commerce, follow:

Acids and Chemicals—When in packages—each package or container. When in tank cars—no marking.

Coal Tar—When in drums or containers—each container. When in tank cars—no marking.

Containers—In accordance with section 11. Cans, cans for spices, cans for baking powder, cans for talcum powder, collapsible tubes, cartons for photo films, corrugated and solid fiber shipping cases, corrugated and solid fiber boxes, wooden containers—each article, mark to be printed or diesunk. Bags, sacks, packets for seed, paper envelopes for seed, paper and cotton bags—each article, marked to be printed or stamped. Bottles and jars—adhesive label affixed to each article.

Druggists' sundries—Atomizers, atomizer bulb sets, bath sprays, breast pumps, bulb syringes, plasters, combination attachment sets, syringes, adhesive plasters, tubes, hard-rubber pipes and fittings, tubing (in syringe lengths of 50 feet), metal shut-offs, metal stopples, perfumes, proprietary medicines—each article to be marked or labeled.

Hot water bottles, retort stands, tripods, bunsen burners, burettes, burette clamps, metal hypodermic syringe, pinch cocks, wire test-tube holders—each article to be printed, stamped, stenciled, or otherwise permanently marked.

Finger cots, medicine droppers, nursing-bottle nipples, nipple shields, nursing-bottle fittings, litmus paper—each article or each container or wrapper in which they are separately inclosed.

Pure-gum bandages, sponges, rubber stopples—each package, wrapper or container.

Dyestuffs—Dyes, dry colors, pulp colors—each drum or container.

Paints and oils—Enamel, paints, oils, whiting, zinc oxide, litharge—each drum, keg, barrel, or other container. Oils in tank cars—no marking.

Soap—Mark required on each cake, box or piece.

Tanning Materials—Epsom salts, cod oil, sal soda, sodium bisulfite, sodium sulfide, grape sugar, lard oil, tallow, degras oil, stearine, sponging grease, tin crystals—each package or container. Materials and extracts for tanning purposes—no marking when admitted free of duty.

Toilet articles—Brushes (ebony), brushes (celluloid), brushes (tooth, hair, and other), celluloid toilet articles, clippers, combs, mirrors, toilet preparations in tubes, bottles, or packages, or containers—each article to be stamped, stenciled or marked.

**Montreal, Dec. 16.**—Fifty members of the United States Congress visited Montreal on a tour to study the working of the Canadian sales tax. They were welcomed by members of the Board of Trade and entertained at luncheon by the Canadian Club. Replying to an address of welcome, Representative Lester D. Volk of New York, Chairman of the visiting party, said he had heard Canada's taxation system described as "the fairest in the world," and he was glad of the opportunity to make a first-hand investigation.

# Prices Current of Fine and Heavy Chemicals, Drugs, Essential Oils, Dyestuffs and Oils

## EXPLANATION

Prices current quoted herein are spot New York, unless otherwise indicated, for goods in large quantities in original packages of the customary trading unit of weight or measure. Re-sale prices are quoted when second-hands are a factor in the market.

The price range (two sets of figures, e. g., .16-.19) indicates either prices for different quantity orders, or else that different manufacturers or importers quote different prices. All price ranges are inclusive.

All quotations are made on the basis of avoirdupois pounds and ounces or American gallons. For the ready reference of exporters and foreign buyers the following tables of equivalents are published:

## WEIGHTS AND MEASURES

1 Imperial Gallon (Brit.)	-1.20 Amer. Gallons
1 American Gallon	.833 Imperial Gallon
1 American Gallon	.379 liters
1 Liter	.264 American Gallon
1 American Gallon (H <sub>2</sub> O)	weights 8.35 pounds
1 Pound (Avoirdupois)	weights .454 Kilogram
1 Kilogram	weights 2.20 pounds (Avoirdupois)

## Acids

Acetic, See Heavy Chemicals	
Acetyl-salicylic	lb. — — .75
Benzoic, U.S.P.	lb. .60 — .75
Boric cryst., bbls.	lb. .124— .14
Powdered, bbls.	lb. .124— .14
Butyric Tech., 98 p.c.	lb. — — .90
Caproholic	lb. 4.27 — 4.50
Carbolic cryst., U.S.P., drs.	lb. .12 — .15
1-lb. bottle	lb. — — .27
5-lb. bottle	lb. — — .23
50 to 110-lb. tins	lb. — — .19
Liquid, U.S.P., 1 lb. bot.	lb. — — .26
Crude, 25 p.c.	gal. .30 — .35
Chrome, 98 p.c.	lb. — — .45
Chrysophanic	lb. 1.70 — 1.90
Cinnamic, See Aromatic Chemicals	
Citric, crystals, bbls.	lb. — — .47
Powdered	lb. — — .48
Imported, kegs	lb. .44 — .45
Cresylic, 95-100 p.c., See Coal-tar Crudes	
Formic, 75 p.c., tech.	lb. .15 — .16
Gallic, U.S.P., bulk	lb. .80 — .90
Glycerophosphoric, 25 p.c.	lb. 1.65 — 1.75
Hydrobromic, 40 p.c., pure	lb. — — .40
Hydrochloric, C.P., carbonyls	lb. .07 — .08
Hydrolidic, sp. g. 1.150	oz. — — .20
Hydrofluoric, see Heavy Chemicals	
Hypophosphorous, 50 p.c.	lb. 1.65 — 1.70
U.S.P., 10 p.c.	lb. — — .37
Lactic, U.S.P., VIII	lb. .55 — .60
U.S.P., IX	lb. .65 — .70
Molybdic, C.P.	lb. — — 3.00
Muriatic, see Heavy Chemicals	
Nitric, C.P.	lb. .09 — .10
Nitro Muriatic	lb. .20 — .23
Oxalic, cryst., bbls.	lb. .14½— .15
Picric, kegs, see Intermediates	
Phosphoric, 85-88 p.c., syr. U.S.P.	lb. .19 — .20
50 p.c., tech.	lb. .11 — .12
Pyrogallic, sublimated	lb. — — 1.75
Crystals, bottles	lb. 1.20 — 1.30
Salicylic, U.S.P.	lb. .24 — .25
Second Hands	lb. .21 — .22
Sulfuric, C.P.	lb. .07 — .06
Sulfurous (6-7 p.c.)	lb. .05 — .06
Tartaric, U.S.P.	lb. .75 — .80
Powdered, U.S.P.	lb. — — .32
Imported U.S.P., Cryst.	lb. .25½— .27
Powdered	lb. .25½— .27

## Fine Chemicals

Acetanilid, C.P., bbl. blk.	lb. .29 — .33
Acetone, C. P.	lb. .12½— .13½
Acetphenetidin	lb. — — 1.65
Aconitine, Alkaloid, cryst.	oz. — — 23.00
Amorphous	oz. — — 16.00
Adeps Lanae, See Lanolin	
Albumen, Egg, edible	lb. — — .75
Alcohol, 190 proof, U.S.P., gal.	— — 4.80
Cologne Spirit, 190 proof, gal.	— — 4.85
Second Hands, U.S.P., gal.	— — 4.75
For Export, U.S.P., gal.	.45 — .47
Wood ref., 95 p.c.	gal. .60 — .65
97 p.c.	gal. .65 — .70
Pure	gal. .75 — .85
Second Hands, 95-97 p.c., gal.	gal. .60 — .62
Denatured Complete	gal. .45 — .48
Butyl	lb. .234— .284
Iso-propyl, bbls.	gal. — — 2.50
Aloin, U.S.P., powd.	lb. .85 — .90
Amidopyrine	lb. 4.50 — 4.75
Ammonium, Acetate, cryst.	lb. .37 — .40
Benzoate, cryst., U.S.P.	lb. .85 — .90
Bichromate, C. P.	lb. .65 — .70
Bromide, gran., bulk	lb. — — .28
Imported	lb. .16 — .18
Carb. Dom., U.S.P., reg.	lb. .13 — .14
Chloride, U.S.P.	lb. .19 — .20
Hypophosphite	lb. 1.35 — 1.40
Ichthyolite (as to brand)	lb. 1.00 — 3.00
Iodide	lb. — — 4.60
Nitrate, C. P.	lb. — — .40
Oxalate, Pure	lb. .45 — .55
Phosphate (Dibasic)	lb. .40 — .42
Monobasic	lb. .18 — .20
Salicylate, U.S.P.	lb. .55 — .60
Water (See Heavy Chemicals)	
Amyl Acetate, bulk, drums, gal.	1.95 — 2.40
Antimony Chlor. (Sol. buffer of Antimony)	lb. — — .12
Needle Powder	lb. .04½— .05
Antipyrine, bulk	lb. 1.65 — 1.75
Apomorphine Hydrochlor. ½ oz.	12.00 — 12.05
Arcoline Hydrobromide	oz. 9.00 — 10.00
Argols, red	lb. — — .07
Arsenic red, See Heavy Chemicals	
White, See Heavy Chemicals	
Arsenous Iodide, U.S.P., lb.	— — 5.50
Aspirin	lb. — — .75
Atropine, Alk. U.S.P., 1-oz. v.oz.	9.00 — 12.00
Sulfate, U.S.P., 1-oz. v.oz.	5.25 — 5.40
Barbital	oz. — — 1.25
Barium Carb. prec., pure	lb. — — .25
Dioxide	lb. .17 — .21
Iodide	lb. — — 5.38
Nitrate	lb. .07 — .10
Bay Rum	
Denatured Salicy. Acid	gal. 3.22 — 3.50
Denatured quinine	gal. 3.60 — 3.75
Benzaldehyde (see Aromatic Chemicals)	
Benzonaphthol	lb. 2.65 — 2.75
Berberine Hclch.	lb. — — 22.00
Acid Sulfate	lb. 22.00 — 25.00
Neutral sulfate	lb. 22.00 — 25.00
Bismuth Metallic	lb. — — 1.85
Ammon. Citrate, U.S.P.	lb. — — 5.00
Citrate, U.S.P.	lb. — — 2.10
Oxychloride	lb. — — 2.30
Salicylate	lb. — — 1.45
Subbenzoate	lb. — — 2.75
Subcarbonate, U.S.P.	lb. — — 1.85
For X-ray Diagnosis	lb. — — 2.40
Subgallate	lb. — — 1.85
Subiodide	lb. — — 3.85
Subnitrate	lb. — — 1.75
Second Hands	lb. — — 1.75
Subsalicylate	lb. — — 2.00
Tannate	lb. — — 2.00
Borax, in bbls.	lb. .0534— .0664
U.S.P., Kegs	lb. .06 — .065
Brucine Sulfate	oz. .25 — .35
Bromine, purified (works)	lb. — — .20
Bromoform	lb. — — 1.75
Bromides, See Potass. Brom. etc.	
Cadmium Bromide, crystals	lb. .95 — 1.05
Iodide	lb. — — 4.00
Tannate	lb. — — 1.00
Metal sticks	lb. — — 1.00
Colchicine alkaloid, bulk	lb. 4.75 — 5.25
Resalate	lb. 4.00 — 4.15
Hydrochloride	lb. — — 6.00
Hydrobromide	lb. 5.35 — 5.60
Caffeine alkaloid, bulk	lb. 3.80 — 4.00
Sulfate	lb. — — 6.25

## CLASSIFICATION

Items are classified into divisions based upon industrial and trade use and, within these divisions, are arranged alphabetically. The order follows roughly the order of the market reports in the text pages and the running heads at the top of the page serve as a ready index.

Fine Chemicals — medicinal, photographic, CP reagent acids and chemicals, except synthetic aromatics.

Heavy Chemicals — industrial and metallurgical acids and chemicals, except metals, dyestuffs, tanning materials and fertilizers.

Coal-Tar Products — crudes and intermediates.

Oils — the fatty oils of animal, fish, and vegetable origin.

Crude Drugs — the natural botanical products sold through the drug trade, further subdivided according to class.

Essential Oils — include the oleoresins and are followed by the synthetic aromatic chemicals.

Calcium Glycerophosphate	lb. — — 1.75
Hypophosphite	lb. — — .65
Iodide	lb. — — 3.95
Phosphate, Precip.	lb. .13 — .14
Monobasic	lb. .30 — .32
Sulfocarbonate	lb. .48 — .50
Camphor, Am. ref'd bbls. blks. lb.	lb. — — .92
16's in 1-lb. carton	lb. — — .97
24's in 1-lb. carton	lb. — — .97
32's in 1-lb. carton	lb. — — .98
Japan refined, 2½ lb. slabs. lb.	.90 — .91
Tablets (as to size)	lb. — — .97
Chinese, crude	lb. .68 — .70
Refined	lb. .90 — .91
Monobromated, bulk	lb. 1.70 — 1.80
Caramel	gal. .55 — .60
Carmine, No. 40	lb. — — .475
Casein, Edible	lb. .35 — .40
Technical	lb. .14 — .15
Castor Oil, AA bbls.	lb. 1.1½— .12
Cerium Oxalate	lb. .45 — .48
Chalk, Precip., light	lb. .03½— .04
Heavy Drop	lb. — — .03
Charcoal, Powd.	lb. .04 — .06
Willow, Powd.	lb. .06 — .07
Bone Black, Powd.	lb. — — .08
Chloral Hydrate, U.S.P., crystals, 25 lb. jars, 100 lb. lots. lb.	— — .86
Chloroform, U.S.P.	lb. — — .43
Second Hands	lb. .37 — .42
Cinchonidin, Alk., crystals. oz.	oz. — — .93
Sulfate	oz. .52 — .60
Cinchonine, Alk., crystals. oz.	oz. — — .54
Sulfate	oz. .25 — .30
Cocaine, Hydrochl., Cryst. oz.	oz. — — 6.00
Gran, Powd.	oz. — — 6.25
Imported	oz. — — 5.75
Cocoa Butter, bulk	lb. .25 — .27
Fingers, cases	lb. .32½— .35½
Codeine, Alk., 10 oz. bulk	oz. — — 6.10
Hydrobromide	oz. — — 4.90
Hydrochloride	oz. — — 5.50
Nitrate	oz. — — 5.50
Phosphate	oz. — — 4.55
Salicylate	oz. — — 5.55
Sulfate	oz. — — 4.90
Cod Liver Oil, New'd.	lb. 17.00 — 18.00
Norwegian	lb. 17.50 — 18.50
Colchicine Alk.	oz. — — 37.50
Salicylate	oz. — — 37.50
Collodion, U.S.P.	lb. .25 — .28
Flexible, U.S.P.	lb. .28 — .30
Corn Syrup	lb. 100 lbs. 1.79 — 2.04

# COLLODION U.S.P.

*Contracting or Flexible*

Sixty-four years ago when we started in business, we specialized in the manufacture of U.S.P. COLLODION and each year has added an ever increasing volume of business for this article.

It is more in vogue from day to day as a general adhesive or corn remedy and "VITASKIN," etc.

## Chas. Cooper & Co.

ESTABLISHED 1857

MANUFACTURING CHEMISTS

194 Worth St., New York

Works at Newark, N. J.

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Amidopyrine  
Antipyrin  
Bromides  
Caffein  
Citrates  
Creosote  
Carbonate  
Glycerophosphates  
Guaiacol  
Carbonate  
Guaiacol Liquid  
Iron Cacodylate  
Pancreatin  
Pepsin  
Quinine Sulphate  
Resorcin  
Salicylates  
Sodium  
Cacodylate  
Sodium  
Methylarsinate

E. FOUGERA & CO., Inc.

Established 1849

90-92 Beekman St. New York

# MORPHINE      CODEINE      OPIUM

DIACETYL MORPHINE  
Alkaloid and Hydrochloride

ETHYL MORPHINE  
HYDROCHLORIDE

APOMORPHINE  
HYDROCHLORIDE

Powers - Weightman - Rosengarten Co.

Manufacturing Chemists

New York      PHILADELPHIA      St. Louis



PRODUCTS

Acetanilide, U.S.P.  
Bismuth Subnitrate and other Bismuth Salts  
Codeine and its Salts  
Creosote, U.S.P.  
Creosote Carbonate, U.S.P.  
Diacetyl-Morphine  
Glycerophosphates  
Hexamethylenamine  
Iodoform

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## RESPONSIBILITY

WEBSTER says that "Responsibility" means "being called to account and answerable for our acts."

Our never ceasing precautions and constant efforts to protect the quality of our products is *our* Responsibility and your guarantee.

*There can be no higher degree of Purity than that which is presented to you under the label of N.Y.Q.*

The New York Quinine & Chemical Works, Inc.

New York: 135 William Street  
St. Louis Depot: 18 South Broadway



PRODUCTS

Mercurials (Hard)  
Morphine and its Salts  
Opium Powder, U.S.P.  
Opium Gran., U.S.P.  
Potassium Iodide  
Quinine and its Salts  
Silver Nucleinate  
Silver Proteinate  
Sodium Benzoate  
Thymol Iodide  
Strychnine and its Salts

## Fine Chemicals

<b>Corrosive Sublimate, see Mercury</b>	
Cotton Solution	.35
Coumarin, refined, see Aromatic Chemicals	
Cream Tartar, U.S.P.	.30
Imported, U.S.P.	.26 — .27
Creosote, U.S.P.	.40 — .45
Carbonate	.20 — .20
Cresol, U.S.P.	.14 — .15
Diethyl Phthalate	.30
Dionin, See Morph. Ethyl Hydrochl.	
Dover's Powder, U.S.P.	.22
Duboisine Sulfate	.60.00
Emetine Alk., 15 gr. vials ea.	.00
Hydrochloride, U.S.P.	.16.00 — .17.50
15 gr., vials	.75
Epsom Salt, U.S.P.	.250 — .275
Technical	.10.00 — .12.50
Ergotin, Bonjean	.10.00
Eserine Sulfate	.14.50 — .15.00
Salicylate	.18.00
Alkaloid	.40.00
Ether, U.S.P., Cone. bulk	.14
Washed, bulk	.31
Nitrous, conc.	.97
U.S.P., 1880, bulk	.39
Anaesthesia, bulk	.17
Motor Ether, 1 lb. cans	.26
Ethyl Acetate, pure	.98 — .01.05
85 p.c. Ester	.57 — .63
Bromide	.150
Chloride	.53
Ethyl Methyl Ketone	.13 — .14
Eucalyptol, U.S.P., See Aromatic Chemicals	
Formaldehyde	.10% — .11
Second Hands	.10% — .10%
Gelatin, silver	.105 — .110
Gold Label	—
Glycerin	
C.P. drums, bbls., extra	.15% — .16
Cans	.16% — .17
Dynamite, drums, loose	.14 — .14%
Saponification, loose	.10 — .11
Soap Lye, loose	.09% — .10
Guaiacol, liquid	.275 — .300
Carbonate	.375 — .425
Haarmen Oil, dom.	.gross — .300
Imported	.gross 5.70 — 5.75
Hexamethylenetetramine	.72 — .75
Hydrafidine, Alkaloid	.oz. 12.00 — .14.00
Hydrochloride	.oz. 12.00 — .14.00
Sulfate	.oz. 12.00 — .14.00
Hydrastinine Alkaloid	.oz. — .60.00
Hydrogen Peroxide, U.S.P., 19 gr. lots	
4-oz. bottles	.gross 7.50 — .85.00
8-oz. bottles	.gross 12.00 — .12.25
16-oz. bottles	.gross 20.00 — .20.25
Hydroquinone, bulk	.lb. 1.35 — .14.5
Hyoscamine Hydrobromide	.oz. 12.00 — .14.00
Hyoscamine Alkaloid	.oz. 18.00 — .20.00
Sulfate	.oz. 18.00 — .20.00
Iodides, See Potass. Iodide, etc.	
Iodine, Resublimed	.lb. — .380
Tincture, U.S.P., bbls., gal.	.375 — .395
Iodoform, Powdered, bulk	.lb. — .475
Crystals	.lb. — .575
Iron Citrate, U.S.P., VIII	.lb. — .99
and Ammon. Citrate, U.S.P.	.lb. — .84
Green scales, U.S.P.	.lb. — .84
Cacodylate	.lb. 9.00 — .10.00
Chloride, cryst. (ferric)	.lb. .12 — .13
Hypophosphite	.lb. 1.55 — .160
Iodide	.lb. — .350
Syrup, U.S.P., 1900	.lb. — .30
Oxalate, scales	.lb. .30 — .35
and Ammonium, cryst.	.lb. .45 — .55
and Potassium	.lb. .47 — .57
and Sodium, cryst.	.lb. .40 — .50
Phosphate, U.S.P.	.lb. — .89
Pyrophosphate, U.S.P.	.lb. — .94
Metallic, Reduced	.lb. — .65
Lanolin, hydrous, U.S.P.	.lb. .12 — .15
Anhydrous	.lb. .15 — .18
Lead Iodide, U.S.P., VIII	.lb. — .250
Licorice, U.S.P., Mass.	.lb. — .25
Powdered	.lb. — .46
Sticks	.lb. — .50
Comp. Powder	.lb. — .14
Lithium Carbonate	.lb. — .150
Citrate	.lb. 1.60 — .175
Magnesium Carb. U.S.P.	bbls. .12 — .14
Technical, bbls.	.lb. .064 — .10
Blocks, cases, 1, 2, 4 ozs.	.lb. .18 — .22
Glycerophosphate	.lb. — .300
Hypophosphite	.lb. — .12.00
Oxide	.lb. — .58
Peroxide, cans	.lb. — .21.5
Salicylate	.lb. — .50
Sulfate, (See Epsom Salt)	
Malt Syrup kegs	.lb. — .10
Manganese Glycerophos.	.lb. — .300
Hypophosphite, U.S.P., VIII	.lb. 1.85 — .195
Iodide	.lb. — .565
Sulfate, Crystals	.lb. — .30
Menthol, Crystals	.lb. 4.75 — .480
Mercury, flasks, 75 lb.	.ea. 52.00 — .55.00
Bisulfite	.lb. — .39
Blue Mass	.lb. — .56
Powdered	.lb. — .58
Blue Oint., 30 p.c.	.lb. — .56
50 p.c.	.lb. — .72
Citrine Ointment	.lb. — .48
Calomel, Amer.	.lb. — .82
Corrosive Sublimate, cryst.	.lb. .79 — .81
Powdered Granular	.lb. .65 — .66
Iodide, Green	.lb. — .311
Red	.lb. — .321
Yellow	.lb. — .311
Red Precipitate	.lb. — .91
Powdered	.lb. — .101
White Precipitate	.lb. — .106
Powdered	.lb. — .111
With chalk	.lb. — .56

## FOOD COLORS

AMARANTH  
ERYTHROSINE  
INDIGO DISULFO NA  
LIGHT GREEN SFYK  
NAPTHOL YELLOW  
ORANGE K  
PONCEAU K  
TARTRAZINE  
YELLOW ABK

Kenart Synthetic Products Co.

241 E. Illinois Street  
CHICAGO, ILL.

## FORMALDEHYDE

## WOOD ALCOHOL

(ALL GRADES)

The Miner Edgar Company  
Rail and Water Facilities  
120 William Street  
New York

DECEMBER 21, 1921]

## DRUG &amp; CHEMICAL MARKETS

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## Fine Chemicals

Methyl Acetone, drums....gal.	.70	—	.72	Potass. Carbonate, U.S.P....lb.	.12	—	.13	Quinine Dicarbonate .....	oz.	2.00	—	2.50	
Methyl salicylate, see Aromatic Chemicals				Caustic, U.S.P. (by alcohol)lb.	—	—	.45	Ethyl Carbonate .....	oz.	—	—	1.10	
Methylene Blue, medicinal....lb.	4.00	—	4.25	U.S.P. purified .....	lb.	—	.30	Ferrocyanide .....	oz.	—	—	.88	
Milk, powdered .....	lb.	.15	—	Chlorate, Imp., Powd....lb.	.05½	—	.06	Formate .....	oz.	—	—	.88	
Mineral Oil, white .....	gal.	.85	—	Chromate, cryst. yellow, tech. 1-lb., c. b. 10.....lb.	—	—	.42	Glycerophosphate .....	oz.	—	—	.88	
Morphine, Acet., 10-oz. in 5s.oz.	—	—	4.90	Citrate, bulk, U.S.P....lb.	—	—	.65	Hydroiodide .....	oz.	—	—	.88	
Hydrobromide, 10-oz. in 5s.oz.	—	—	4.90	Glycerophosphate, 75 p.c....oz.	.185	—	.190	Hydrobromide .....	oz.	—	—	.79	
Hydrochloride, 10-oz. in 5s.oz.	—	—	4.90	Guaiacol Sulfonate .....	lb.	2.75	—	Hydrochloride .....	oz.	—	—	.74	
Sulfate, 10-oz. in 5s. ....oz.	—	—	4.90	Hypophosphite, bulk .....	lb.	—	.85	Japanese .....	oz.	.72	—	.74	
Diacetyl, Alk., 10 oz., ¾s.oz.	—	—	8.40	Iodide, bulk .....	lb.	—	.290	Hydrochlor. & Urea.....	oz.	—	—	.88	
Diacetyl Hydcl., 10 oz., ¾s.oz.	—	—	7.60	Second Hand.....	lb.	—	.285	Hypophosphite .....	oz.	—	—	.88	
Ethyl Hydcl., 10 oz., ¾s.oz.	—	—	8.95	Lactate .....	oz.	—	.285	Phenolsulfonate .....	oz.	—	—	.88	
Opium cases, U.S.P.....lb.	—	—	5.50	Phosphate .....	oz.	—	.79	Salicylate .....	oz.	—	—	.79	
Granular .....	lb.	—	6.75	Nitrate, see Saltpetre				Tannate .....	oz.	—	—	.60	
Powdered, U.S.P. ....lb.	—	—	6.75	Oxalate, Neutral .....	lb.	.40	—	Tartrate .....	oz.	—	—	.88	
Oxgall, pure, U.S.P. ....lb.	1.50	—	1.55	Permanganate, U.S.P. ....lb.	.15	—	.16	Valerate .....	oz.	—	—	.98	
Pancreatin .....	lb.	1.50	—	1.70	Salicylate .....	lb.	.75	Quinidine Alk., crystals, tins,oz.	—	—	.96		
Papain .....	lb.	2.35	—	2.50	Sulfate, tins .....	oz.	—	Sulfate, tins .....	oz.	—	.71		
Paraformaldehyde .....	lb.	.50	—	.55	Resorcinol, crystals, U.S.P. ....lb.	2.00	—	2.25	Resale .....	lb.	1.95	—	2.00
Pepsin Powd., U.S.P. ....lb.	—	—	2.50	Technical, See Intermediates				Rochelle Salt, crystals....lb.	—	—	.23		
Petrolatum, light amber bbls.lb.	—	—	.0554	Imported, U.S.P. ....lb.	.19	—	.20	Rosewater, triple .....	gal.	—	—	1.30	
Cream White .....	lb.	—	.07	Saccharin, U.S.P. ....lb.	—	—	2.25	Seiditz Mixture, bbls....lb.	—	—	.1854		
Lily White .....	lb.	—	.12½	Bisulfate, 10-oz. tins.....oz.	—	—	Silver Nitrate, 500 oz. lots.oz.	.45%—	.4534				
Snow White .....	lb.	—	.13½	Alkaloid .....	oz.	—	Nucleinate .....	oz.	.30	—	.36		
Phenolphthalein .....	lb.	1.40	—	1.50	Acetate .....	oz.	—	Resale .....	oz.	.25	—	.28	
Phosphorus, yellow .....	lb.	.26	—	*Imported, Java .....	oz.	—	Proteinate .....	oz.	—	—	.34		
Pilocarpine, hydrochloride ..oz.	—	—	6.00	Imported, Japanese ..oz.	—	—	Colloidal .....	oz.	—	—	1.60		
Alkaloid, 15 gr. vial.....ea.	—	—	.80	Benzzoate .....	oz.	—							
Nitrate .....	oz.	—	6.25	Citrate .....	oz.	—							
Piperazine Hydrate ..oz.	—	—	.50	Bisulfate .....	oz.	—							
Plaster Paris, true dental...bbl.	4.35	—	4.60	Arsenate .....	oz.	—							
Podophyllin .....	lb.	—	4.25	Benzoate .....	oz.	—							
Potassium acetate .....	lb.	.37	—	.38	Citrate .....	oz.	—						
Bicarbonate, U.S.P. ....lb.	—	—	.07½	.07%—	.09								
Bisulfate .....	lb.	—	.40	Dihydrochloride .....	oz.	—							
Bromide Crystals, bulk....lb.	—	—	.19	Dihydrobromide .....	oz.	—							
Granulated .....	lb.	—	.19			—							
Imported, U.S.P. ....lb.	.14	—	.15										

**R.W. Greeff & Co.**  
INCORPORATED

78 FRONT ST., NEW YORK CITY

Western Sales Office:  
1266 Transportation Building  
608 S. Dearborn Street, Chicago, Ill.

Offer as Sole Selling Agents:

**PHthalic Anhydride**

MANUFACTURED BY

**Walker Chemical Co.**  
PITTSBURGH, PA.

**OXALIC ACID, Crystals**  
**FORMIC ACID 90%**

MANUFACTURED BY

**Fabriek Van Chemische Producten**  
Vondelingenplaat, HOLLAND

# SOLVENTS

## Butanol

(Normal Butyl Alcohol)

Is Authorized For Use In  
FORMULA No. 44

As  
Special Denaturant  
For  
ETHYL ALCOHOL

**Commercial Solvents  
Corporation**

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17 E. 42nd St., New York  
General Office and Plant  
Terre Haute, Indiana

Cable address "Comsolvent" New York



## Heavy Chemicals

Soap, Castile, white pure....lb.	.18	.20
Powd., U.S.P., bbls.....lb.	.33	.34
Green, U.S.P. .......	.06½	.07½
Sodium, Acetate, U.S.P., gran.lb.	.12	.15
Benzoate, gran., U.S.P....lb.	.53	.70
Bicarb., U.S.P., powd., bbls.lb.	.02½	.02½
Bromide, U.S.P., bulk....lb.	—	.20
Imported, U.S.P. .......	.16	.17
Cacodylate .....lb.	3.50	4.05
Caustic, U.S.P., See Soda Hydroxide		
Chlorate, U.S.P., 8th Rev.		
Crystals, c.b., 10.....lb.	.13	.14
Granular, c.b., 10.....lb.	.16	.17
Chloride, C. P. .......	—	.07½
Citrate, U.S.P., Cryst. VIII.lb.	—	.60
VIII .....	—	.60
Granular, U.S.P., gran.IX.lb.	—	.73
Cyanide 96-98, see Heavy Chemicals		
Glycercophosphate, crystals...lb.	—	1.95
Hydroxide, U.S.P. .......	—	.18
Hypophosphite, U.S.P. ....lb.	—	.75
Iodide, bulk .....lb.	—	3.40
Nitrate, U.S.P. .......	.05	.05½
Oxalate, Neutral .....lb.	.35	.40
Peroxide .....lb.	—	.38
Phosphate, U.S.P., gran....lb.	—	.07
Recryst. ....lb.	—	.13
Pyrophosphate .....lb.	—	.14
Salicylate, U.S.P. ....lb.	.30	.32
Resale .....	—	.28
Sulfate, (Glauber's Salt).cwt.	1.65	1.75
Needle Crystals .....cwt.	—	2.25
Sulfocarbonate .....lb.	.25	.27
Spartein Sulfate .....lb.	.60	.70
Strontrium Brom. Cryst., blk.lb.	—	.29
Carbonate, pure .....lb.	—	.28
Iodide, bulk .....lb.	—	3.25
Nitrate, Kegs .....lb.	—	.10
Salicylate, U.S.P. ....lb.	.70	.72

Strychnine Alkd., cryst.....oz.	—	1.45
Alkaloid, Powd. .......	.13	
Acetate .....lb.	—	1.60
Glycerophosphate .....lb.	—	1.70
Hydrobromide .....oz.	—	1.70
Hydrochloride .....oz.	—	1.60
Hypophosphite .....oz.	—	1.80
Nitrate .....oz.	—	1.60
Phosphate .....oz.	—	1.70
Sulfate, crystals, bulk....oz.	—	1.15
Sugar of Milk, Powder....lb.	.17½	.18
Sulfona, 100-oz. lots.....oz.	—	.38
Sulfonethylmethane, U.S.P....lb.	—	5.75
Sulfonmethane, U.S.P. ....lb.	—	4.75
Sulfur, roll, bbls.....100 lbs.	2.15	2.70
Flour, 100 p.c. pure....100 lbs.	2.50	3.15
Flowers, 100 p.c. pure....100 lbs.	3.00	3.65
Precip., U.S.P. .......	lb.	.17½ - .18½
Lac Sulfur .....lb.	.08	.10
Tartar Emetic, tech.....lb.	.31	.32
U.S.P. .......	lb.	.36 - .37
Talcum, Amer., bags....100 lbs.	—	1.40
Purified .....100 lbs.	—	3.50
Theobromine Alkaloid .....lb.	5.75	6.00
Thymol, crystals, U.S.P....lb.	5.00	5.25
Iodide, U.S.P., bulk....lb.	7.75	8.00
Tin dichloride, see Heavy Chemicals		
Oxide, 500 lb. bbls.....lb.	—	.40
Metallic, Crystals .....lb.	.27	.28
Toluene, See Coal Tar Crudes		
Tribromphenol .....lb.	—	.90
Trional .....oz.	—	.47
Urea, Imp. Pharmaceutical..lb.	.40	.45
Veratrime Sulfate .....oz.	—	2.50
Hydrochloride .....oz.	—	2.50
Witch Hazel, Ext., dble dist., bbl. ....gal.	1.25	1.30
Yohimbin, Hydchl. ....oz.	—	12.50
Zinc Carbonate, U.S.P., precip.lb.	—	.37
Chloride, U.S.P. ....lb.	.35	.40
Nitrate .....lb.	—	.42
Iodide, bulk .....lb.	—	.375
Oxide, U.S.P., bbls.....lb.	—	.17
Stearate .....lb.	—	.24
Sulfate, U.S.P. ....lb.	—	.08

## Heavy Chemicals

### ACIDS

Acetic, 28 p.c., bbls....100 lbs.	2.50	2.75
56 p.c., bbls.....100 lbs.	5.00	5.50
70 p.c., bbls.....100 lbs.	6.50	7.00
80 p.c., bbls, Com'l.100 lbs.	7.89	8.64
80 p.c., bbls, pure....100 lbs.	10.16	10.41
Glacial, bbls.....100 lbs.	10.00	11.00
Chlorosulfonic, 93-95 p.c....lb.	.15	.16
Hydrobromic com., 48 p.c., lb.	.35	.37
Pure, 40 p.c. ....lb.	—	.40
Hydrofluoric 30 p.c. bbls....lb.	.07	.07½
48 p.c. in carboys.....lb.	.12	.18
52 p.c. in carboys.....lb.	.13	.14
60 p.c. in carboys.....lb.	.16	.17
White Acid .....lb.	.32	.33
Hydrofluosilicic 35 p.c....lb.	.10	.12½
Lactic, 22 p.c., dark.....lb.	.04	.04½
22 p.c., light.....lb.	.05½	.10
44 p.c., dark.....lb.	.09½	.10
44 p.c., light.....lb.	.12½	.13
66 p.c. ....lb.	—	.16
80 p.c., Imported.....lb.	—	.15
Mixed, Nitric .....unit	.08½	.08½
Sulfuric .....unit	—	.01
Muriatic, 18 deg. cbys....100 lbs.	1.20	1.75
20 deg. carboys....100 lbs.	1.50	2.00
22 deg. carboys....100 lbs.	1.90	2.25
Iron Free cbys., 18 deg., 100 lbs.	1.50	1.75
20 deg. ....100 lbs.	1.75	2.00
22 deg. ....100 lbs.	2.00	2.25
Nitric, 36 deg. carboys.....lb.	.05½	.06
38 deg. carboys.....lb.	.05½	.06½
40 deg. carboys.....lb.	.06½	.07
47 deg. carboys.....lb.	.06½	.07½
Oxalic, bbls.....lb.	.14	.15
Phosphoric, 50 p.c. tech....lb.	.13	.18
Syrup, 65 p.c. ....lb.	.20	.22
Pyrolineous, Tech. ....gal.	.12	.12½
Sulfuric, Tank carlots		
60 deg., f.o.b. wks.....ton	11.00	12.00
66 deg., f.o.b. wks.....ton	17.00	18.00

# General Chemical Company

**Makers of Standard Chemicals**

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## Heavy Chemicals

Acid, Sulf., 20 p.c. Oleum, f.o.b. wks. ....ton 21.00 -23.00	Antimony chloride, liq.....lb. .15 - .17
40 p.c. oleum.....ton 35.00 -40.00	Anhydrous .....lb. .50 - .55
60 p.c. oleum.....ton 65.00 -75.00	Oxide .....lb. .07 - .07½
Sulfurous com. ....lb. .12 - .14	Sulfide, Crimson .....lb. — — .55
Tannic, Tech. ....lb. .65 - .80	Golden No. 1.....lb. .20 - .25
Tungstic ....lb. 1.00 - .10	Vermillion .....lb. — — .55
Acetone ....lb. 1.2½ - .13	Tartrolactate .....lb. — — .47
Acetic Anhydride, 85 p.c. ....lb. — — .40	Arsenic, white .....lb. .05¾ - .06
Acetyl Chloride, Redistilled. ....lb. .45 - .50	Red .....lb. .11 - .12
Alum, ammonia, lump.....lb. .03½ - .04	Imported .....ton — — 50.00
Imported .....lb. .03½ - .04	Barium, chloride .....ton 52.00 -75.00
Ground .....lb. .04 - .04½	Binoxide .....lb. .21 - .22
Powdered .....lb. .04½ - .04½	Imported .....lb. — — .17
Chrome .....lb. .07½ - .10	Carbonate .....ton 73.00 -85.00
Potash Lump .....lb. .05½ - .06	Imported .....ton — — 45.00
Imported .....lb. .03½ - .03½	Nitrate .....lb. .09½ - .10
Powdered .....lb. .06 - .06½	Imported .....lb. .07 - .08
Ground .....lb. .06½ - .06½	Barytes, floated, white....ton 28.00 -30.00
Chrome .....lb. .07 - .09	Blanc Fixe .....ton 70.00 -85.00
Soda, Ground .....100 lbs. 3.50 - 4.00	Imported .....ton 40.00 -42.00
Aluminum chloride, carboys. ....lb. .04 - .05	Bleaching Pd., f.o.b. wks. ....100 lbs. 2.25 - 2.50
Anhydrous .....lb. .38 - .45	Export, F.A.S. ....100 lbs. — — 2.50
Sulfate Iron free....100 lbs. 2.50 - 3.00	Second Hands, Spot. ....100 lbs. — — 2.50
Commercial .....100 lbs. 1.85 - 2.40	Bromine, Purified wks. ....lb. — — .20
Aluminum hydrate Light. ....lb. .20 - .22	Calcium Acetate .....100 lbs. — — 1.75
Ammonia, Anhydrous .....lb. — — .30	Arsenate .....lb. .18 - .19
Ammonia Water, 26 deg. ....lb. .07½ - .09½	Carbide .....lb. .04½ - .05
20 deg. .....lb. .06 - .08	Carbonate .....100 lbs. 1.15 - 1.75
18 deg. .....lb. .05½ - .07½	Chloride, solid, f.o.b. N.Y. ....ton — — 28.75
16 deg. .....lb. .05 - .07	Imported .....ton — — 20.00
Ammonium Bifluoride .....lb. .20 - .24	Granulated, f.o.b. N.Y. ....ton — — 35.75
Imported .....lb. .20 - .22	Flaked, f.o.b. N.Y. ....ton — — 35.75
Carbonate, imp. ....lb. .08 - .09	Anhydrous .....lb. .14 - .15
Lactate .....lb. — — .17	Lactate .....lb. — — 13½
Nitrate .....lb. .07½ - .07½	Nitrate .....ton — — 40.00
Persulfate, bulk .....lb. — — .50	Chlorine, liquid .....lb. .06 - .06½
Sal Ammoniac, gray .....lb. .07 - .07½	Carbon bisulfide, C.L. & less. ....lb. .06½ - .07½
Imported .....lb. .06½ - .07	Carbon black .....lb. .12 - .20
Granulated, white .....lb. .07½ - .07½	Carbon tetrachlor., C.L. & Less. ....lb. .10½ - .12
Imported .....lb. .07 - .07½	Cobalt Oxide .....lb. 2.00 - 2.25
Lump .....lb. .15 - .16	Copper Carbonate .....lb. .20 - .21
Sulfate, dbl. bags, f.a.s. ....100 lbs. 2.60 - 2.75	Cyanide .....lb. .58 - .60
*Dom., Bulk, wks. ....100 lbs. 2.25 - 2.30	Subacetate (Verdigris) .....lb. .24 - .28
Copper Sulfate .....100 lbs. 5.55 - 5.65	Imported .....100 lbs. 4.95 - 5.00
Tartrate (verdigris sub- stitute) .....lb. — — .30	Copperas, wks. ....100 lbs. .75 - 1.00
Ferric Chloride, crys. ....lb. .08½ - .09	Liquid, 40 deg. ....lb. .05 - .06
Ferrous Chloride, crys. ....lb. .05½ - .06½	Fusel Oil, crude. ....gal. — — 1.50
Sulfide .....100 lbs. 2.25 - 3.25	Refined .....gal. — — 3.25
Flake White .....lb. .09½ - .10½	Kieselguhr .....100 lbs. 1.75 - 2.00
Fluorspar, Powdered .....ton 30.00 - 35.00	Lead Acetate, white cryst. ....lb. .12 - .12½
Acid Grade, f.o.b. mines. ....ton 22.50 - 25.00	White Cakes .....lb. .11½ - .12
Fuller's Earth, f.o.b. mines. ....ton 16.00 - 17.00	Granulated .....lb. .11¾ - .12½
Imported .....ton 35.00 - 40.00	Brown Cakes .....lb. .10½ - .11½
Fusel Oil, crude. ....gal. — — 1.50	Arsenate, powdered .....lb. .15 - .18
Refined .....gal. — — 3.25	Paste .....lb. .08 - .10
Kieselguhr .....100 lbs. 1.75 - 2.00	Nitrate .....lb. — — .15
Lead Acetate, white cryst. ....lb. .12 - .12½	Oxide, Litharge, Amer. pd. ....lb. .07½ - .07½
White Cakes .....lb. .11½ - .12	Red, American .....lb. .08 - .08½
Granulated .....lb. .11¾ - .12½	Sulfate, basic white .....lb. .06¾ - .07
Brown Cakes .....lb. .10½ - .11½	White, Basic Carb., Amer. dry .....lb. .06½ - .07½
Arsenate, powdered .....lb. .15 - .18	Lithopone .....lb. .06 - .07
Paste .....lb. .08 - .10	Imported .....lb. .05 - .05½
Nitrate .....lb. — — .15	Lime hydrate .....lb. .01 - .01½
Oxide, Litharge, Amer. pd. ....lb. .07½ - .07½	Acetate .....100 lbs. — — 1.75
Red, American .....lb. .08 - .08½	Nitrate .....ton — — 40.00
Sulfate, basic white .....lb. .06¾ - .07	Sulfur, Powd. ....lb. .10½ - .12
White, Basic Carb., Amer. dry .....lb. .06½ - .07½	Magnesite .....ton 70.00 - 72.00
Lithopone .....lb. .06 - .07	Magnesium Sulfate, tech. ....100 lbs. 1.85 - 2.00
Imported .....lb. .05 - .05½	Imported .....lb. 1.05 - 1.15
Lime hydrate .....lb. .01 - .01½	Carbonate, tech. ....lb. .06 - .08
Acetate .....100 lbs. — — 1.75	Chloride, fused, f.o.b. N.Y. ....ton 36.00 - 40.00
Nitrate .....ton — — 40.00	Imported, fused & gran. ....ton 32.00 - 36.00
Sulfur, Powd. ....lb. .10½ - .12	Flaked, f.o.b. N. Y. ....ton 38.00 - 42.00
Magnesite .....ton 70.00 - 72.00	Fluosilicate, 30% soln. ....100 lbs. 8.00 - 10.00

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## CHEMICALS

Barium Chloride  
Strontium Nitrate  
Barium Nitrate  
Nitrite of Soda  
Salt Cake  
Strontium Carbonate  
Distilled Water  
Battery Solutions

ACIDS

Acetic	Lactic
Sulphuric (all strengths)	50%-60%-66%-98%
50%-60%-66%-98%	Oil of Vitriol
Oil of Vitriol	Oleum 20% to 65%
Oleum 20% to 65%	Electrolyte
Electrolyte	Muriatic (all strengths)
Muriatic (all strengths)	Nitric (all strengths)
Nitric (all strengths)	Aqua Fortis
Aqua Fortis	Mixed
Mixed	Dipping

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## Heavy Chemicals

Manganese Chloride .....	lb. .12	.15
Dioxide, 80-84 p.c. ....	ton 55.00	<del>60.00</del>
85-90 p.c. ....	ton 60.00	<del>70.00</del>
Sulfate .....	lb. .11	.13
Nickel oxide .....	lb. .40	.45
Salts, single .....	lb. .11	.11
double .....	lb. .10	.11
Nitre Cake, bulk wks. ....	ton 5.00	5.50
Orange Mineral .....	lb. .11	.13
Paris Green .....	lb. .28	.25
Phosphorus red .....	lb. —	.50
Imported .....	lb. .30	.35
Yellow .....	lb. .27	.35
Imported .....	lb. .30	.30
Oxychloride .....	lb. .45	.50
Sesquisulfide .....	lb. —	<del>42%</del>
Trichloride .....	lb. .60	.65
Plaster of Paris, tech. ....	bbl. 4.25	4.50
Potash Caustic, 88-92. ....	lb. .06	.10
Imported, c.i.f. ....	lb. .05%	.06
70-75 p.c. ....	lb. —	—
Potassium Bichromate .....	lb. .10%	.11
Powdered .....	lb. .13	<del>13%</del>
Binoxalate, tech. ....	lb. .40	.42
Carbonate, 80-85 p.c. ....	lb. .04%	.05
Hydrated .....	lb. —	.08
*85-90 p.c. ....	lb. —	—
90-95 p.c. ....	lb. —	—
96-98 p.c. ....	lb. .05%	.06
Chlorate, cryst. ....	lb. .12	.13
Powdered, American .....	lb. .12	.13
Imported, pow. & crys. ....	lb. .05%	.09
Swedish, Powd. ....	lb. .07%	.08
Muriate, basis 80 p.c. ....	unit .70	.75
Metabisulfite .....	lb. .28	.30
Perchlorate .....	lb. .14	.16
Permanganate, Com'l. ....	lb. .15	.22
U.S.P., See Fine Chemicals		
*Nominal		
Potass. Prussiate, red. ....	lb. .26	.27
Yellow .....	lb. .23	.23½
Sulfate .....	unit —	1.00
Titanium Oxalate .....	lb. —	.55
Salt, tech. ....	ton 12.00	15.00
Salt Cake, bulk. ....	ton 17.00	20.00
Saltpetre .....	lb. .07%	<del>.09%</del>
Soda Ash, 58 p.c. light. ....	100 lbs.	1.85
Basis, 48 p.c.wks.bgs. ....	100 lbs.	1.45 — 1.50
Dense, 58 p.c. bags. ....	100 lbs.	— 2.00
Basis 48 p.c. wks.bgs. ....	100 lbs.	1.47% — 1.52%
Caustic, 76 p.c. ....	100 lbs.	3.80 — 3.85
Basis 60 p.c. ....	100 lbs.	2.75 — 2.80
Ground, 76 p.c. wks. ....	100 lbs.	4.00 — 4.25
Sodium Acetate .....	lb. .04	<del>.04%</del>
Aluminum Sulfate ....	100 lbs.	3.50 — 4.00
Bicarbonate, bbls.&kgs. ....	100 lbs.	2.50 — 2.55
Bichromate .....	lb. —	.08
Bisulfate, bulk, wks. ....	ton 5.00	5.50
Bisulfite, Powd. ....	lb. .04%	<del>.04%</del>
Solution 32-40 deg. ....	100 lbs.	1.35 — 2.00
Carbonate Sal. ....	100 lbs.	1.65 — 1.90
Chlorate .....	lb. —	<del>.07%</del>
Imported .....	lb. —	.06%
Chloride, tech. ....	ton 12.00	15.00
Cyanide, 96-98 p.c. ....	lb. .28	.30
73-76 p.c. ....	lb. .25	.27
Imported 120% .....	lb. .26	26½
*128 p.c. ....	lb. .27	27½
Fluoride .....	lb. .09%	.11
Hydrosulfite .....	lb. —	—
Hyposulfite, Crys. ....	bbls. 100 lbs.	3.50 — <del>3.75</del>
Granulated .....	100 lbs.	3.85 — 4.30
Tungstate, crys. ....	lb. .80	.85
Desiccated .....	lb. .70	.75
Nitrate, crude .....	100 lbs.	2.30 — 2.40
Double refined, Gran. ....	lb. .05	.05%
Sodium Nitrite .....	lb. .06%	.07
Perborate, imp. & domestic. ....	lb. .20	.35
Peroxide .....	lb. .25	.30
Phosphate (tri) ref. ....	lb. .06	.07
di-Sodium, U.S.P., gran. ....	lb. .07%	.08%
Technical .....	lb. .04%	.04%
Mono-Sodium, ref. ....	lb. .25	.38
Prussiate, Yellow .....	lb. .15%	.16
Silicate, 60 deg. ....	100 lbs.	3.12% — 3.50
40 deg. ....	100 lbs.	1.10 — 2.00
Silicofluoride .....	lb. .07	.08
Sulfate, Gl' salt .....	100 lbs.	1.50 — 2.00
Sulfide, 60 p.c. ....	lb. .05	.05%
Imported .....	lb. .04%	.04%
30 p.c. crystals .....	lb. .03%	.03%
Sulfite, Crystals .....	lb. .03%	.04
Desiccated .....	lb. .09%	.10%
Thiocyanate (Sulfocyanide) ....	lb. .50	.52
Strontium Nitrate .....	lb. .14	.16
Imported .....	lb. .11	.12
Carbonate, Imp. ....	lb. .10	.15
Sulfur Chloride, red. ....	lb. .05	.06
Yellow .....	lb. .04%	.05
Sulfur Dioxide liq. cyl. ....	lb. .08	.09
Sulfur, crude .....	ton 30.00	<del>35.00</del>
Flour Coml., bbls. ....	100 lbs.	1.45 — 2.00
Flowers, 100 p.c. ....	100 lbs.	2.75 — 3.65
Sulfuryl Chloride .....	lb. —	1.00
Tartar Emetic, tech. ....	lb. .31	.33
Tin bichloride 50 p.c. Sol'n. ....	lb. .09%	.10
Crystals .....	lb. .27	.29%
Oxide .....	lb. .37	.38
Tetrachloride .....	lb. .19%	.21
Whiting .....	100 lbs.	1.15 — 1.75
Zinc, carbonate .....	lb. .16	.18
Chloride, Fused .....	lb. .08	.08%
Granulated .....	lb. .11%	.11%
Imported fus'd & gran. ....	lb. .06	.06%
Cyanide .....	lb. .42	.43
Oxide, French .....	lb. .11	.12%
American .....	lb. .08	.09
Sulfate .....	lb. .03	.03%



Soda Ash 58%  
 Caustic Soda 76%  
 Modified Sodas  
 Special Alkali  
 Bicarbonate of Soda U. S. P.

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DECEMBER 21, 1921]

## Coal-Tar Products

## Crudes

Anthracene	80-85 p.c.	lb.	.75	- 1.00
Benzene, C. P.	40-45 p.c.	lb.	.12	- 18
Resale, drums included.	gal.		.27	- .38
90 p.c.	gal.		.25	- .31
Carbazol	lb.	.85	- 1.00	
Cresylic Acid, 95 p.c. dark gal.	lb.	.65	- .70	
Straw, 97-99 p.c.	gal.	.70	- .75	
Cresol, U.S.P.	lb.	.17	- .20	
Creosote oil	gal.	.20	- .22	
Dip, oil	gal.	.31	- .36	
Naphthalene, balls	lb.	.08½	- .09½	
Flake	lb.	.07½	- .08½	
Second Hands	lb.	.06½	- .06½	
Phenol, Gov't Surplus	lb.	.12	- .17	
Open Market	lb.	.11	- .12	
Natural	lb.	.15	- .16	
Pitch, various grades	ton	14.00	- 18.00	
Solvent naphtha	gal.	.25	- .31	
Tar Acid Oil, 25 p.c.	gal.	.264	- .29	
50 p.c.	gal.	.38	- .41	
Toluene, pure	gal.	.28	- .34	
Xylene, 10 deg. dist. range	gal.	.35	- .41	
5 deg. dist. range	gal.	.40	- .46	
Nitration, 2 deg. range	gal.	.45	- .51	

## Intermediates

Acid 1, 2, 4	lb.	- - 1.00
Acid, Anthranilic	lb.	1.30 - 1.35
Technical	lb.	1.10 - 1.15
Acid Benzoic, tech.	lb.	.50 - .60
Acid Brochner's	lb.	1.55 - 1.60
Acid Chloroacetic, tech.	lb.	.40 - .45
Acid Clever	lb.	1.52 - 1.55
Acid Gamma	lb.	2.25 - 2.70
Acid H	lb.	1.00 - 1.10
Acid Laurent's	lb.	.75 - .80
Acid Metanilic	lb.	1.60 - 1.65

Acid Monosulfonic F (delta)	lb.	2.30	- 2.35
Acid Naphthionic, Crude	lb.	.65	- .70
Refined	lb.	.70	- .78
Acid Nevile & Winther's	lb.	1.30	- 1.35
Acid Phthalic	lb.	.35	- .40
Anhydride	lb.	.38	- .40
Acid Picramic	lb.	.65	- .70
Acid Pierie	lb.	.30	- .45
Acid Salicylic, tech.	lb.	.18	- .20
Acid Sulfanilic, tech.	lb.	.26	- .28
Acid Tobias	lb.	- - 2.00	
Acetanilide, tech.	lb.	.27	- 1.30
p-Aminoacetanilide	lb.	1.25	- 1.15
Aminooazobenzene	lb.	- - 1.40	
p-Aminophenol	lb.	1.30	- 1.60
Hydrochloride	lb.	.50	- 2.50
o-Aminophenol	lb.	2.50	- 2.75
Aniline Oils (drums extra)	lb.	.17	- .18
Aniline Salt	lb.	.36	- .28
p-Anisidine	lb.	3.00	- 2.05
Technical	lb.	1.65	- 1.70
Anthraquinone Subl.	lb.	1.50	- 1.55
25 p.c. paste	lb.	.90	- .95
Bayer's Salt	lb.	.45	- .50
Benzaldehyde, Tech.	lb.	.90	- .95
Benzidine Base	lb.	.70	- .75
Sulfate	lb.	1.15	- 1.25
Benzoyl chloride, redistilled	lb.	.30	- .32
Tech.	lb.	.20	- .22
Bromobenzene	lb.	.35	- .37
Chlorhydrin	lb.	.10	- .14
Diaminophenol	lb.	5.50	- 5.60
Dianisidine	lb.	4.75	- 6.00
o-Dichlorobenzene	lb.	.15	- .17
p-Dichlorobenzene	lb.	.15	- .20
Dichlorobenzene, mixed	lb.	.06	- .07½
Diethylaniline	lb.	.90	- 1.00
Dimethylaniline, drums ext.	lb.	.40	- .42
Dimethylsulfate	lb.	.90	- 1.00
Dinitrophenol	lb.	.45	- .50
Dinitrobenzene	lb.	.21	- .25
Dinitrochlorobenzene	lb.	.28	- .30
Dinitronaphthalene	lb.	.33	- .35
Dinitrotoluene	lb.	.25	- .27
Diphenylamine	lb.	.60	- .65
Diphenyloxide	lb.	- - .40	
Ethyl Bromide	lb.	.55	- .60
"G" Salt	lb.	.70	- .72
Hydrazobenzene	lb.	1.30	- 1.35
Methyl Chloride	lb.	- - .60	
Michler's Ketone	lb.	- - 4.00	
Monochlorobenzene	lb.	.10	- .12
Monochloraniline	lb.	1.00	- 1.05
a-Naphthol, crude	lb.	1.00	- 1.15
Refined	lb.	1.10	- 1.25
b-Naphthol, distilled	lb.	.30	- .32
a-Naphthylamine	lb.	.30	- .32
b-Naphthylamine, tech.	lb.	- - 1.05	
Sublimed	lb.	1.50	- 1.60
m-Nitroaniline	lb.	.85	- .90
p-Nitroaniline	lb.	.77	- .80
p-Nitroacetanilide	lb.	.60	- .65
Nitrobenzene	lb.	.10	- .12
o-Nitrochlorobenzene	lb.	.38	- .40
Nitronaphthalene	lb.	.30	- .32
p-Nitrophenol	lb.	.75	- .80
o-Nitrophenol	lb.	.75	- .80
m-Nitro-p-toluidine	lb.	2.50	- 2.60
p-Nitrosodimethylaniline	lb.	3.65	- 4.00
Nitrotoluene-s, Mixed	lb.	.15	- .17
o-Nitrotoluene	lb.	.18	- .20
p-Nitrotoluene	lb.	.70	- .72
p-Oxy-benzaldehyde	lb.	1.50	- 2.00
p-Phenetidin	lb.	1.35	- 1.40
p-Phenylenediamine	lb.	1.60	- 1.65
p-Phenylenediamine	lb.	1.10	- 1.15
Phenyl-a-Naphthylamine	lb.	- - 2.25	
Phosgene	lb.	- - .75	
Phthalic Anhydride	lb.	.38	- .40
"R" Salt	lb.	.60	- .65
Resorcinol Technical	lb.	1.50	- 1.55
Sodium o-Chloro-p-tolene sulfonate	lb.	.25	- .28
Metanilate	lb.	1.40	- 1.45
Naphthionate	lb.	.70	- .75
Picramate	lb.	.65	- .70
p-toluene sulfonate	lb.	.08	- .10

## Phthalic Anhydride

A co-operative agreement was signed in 1917 between certain manufacturers and the Department of Agriculture for the purpose of developing the manufacture of Phthalic Anhydride under a new process originated in the Bureau of Chemistry, Department of Agriculture.

This process was patented and bears U. S. Patent No. 1,284,888. Phthalic Anhydride produced commercially under U. S. Patent No. 1,284,888 does not have a melting point of 130.0 degrees Centigrade.

Any person or persons producing, buying or using Phthalic Anhydride of this quality other than that which is produced by The Walker Chemical Company of Pittsburgh, Pa., are infringing on U. S. Patent No. 1,336,182 and lay themselves liable to suit for infringement.

## DINITROTOLUENE

PROBABLY the most vital factor governing the manufacture of artificial colors is the quality of the intermediates used for their synthesis.

Many consumers of Du Pont Dinitrotoluene continue the exclusive use of our product because it still is the market standard to which all others are compared.

E. I. du Pont de Nemours & Co., Inc.,  
Dyestuffs Department,

WILMINGTON DELAWARE  
8 Thomas St., New York, N. Y.



## Coal-Tar Dyes

Schaeffer's Salt .....	lb.	.70	—	.75
Thiocarbamidine .....	lb.	.40	—	.45
p-Toluene Sulfonamide .....	lb.	.40	—	.45
p-Toluene Sulfonchloride.....	lb.	.15	—	.25
Toldidine .....	lb.	1.20	—	1.25
Sulfate .....	lb.	1.00	—	1.10
Toluidine, Mixed .....	lb.	.30	—	.32
o-Toluidine .....	lb.	.20	—	.22
p-Toluidine .....	lb.	1.10	—	1.25
m-Polyuylenediamine .....	lb.	1.10	—	1.20
Triphenyl Phosphate .....	lb.	.75	—	.80
Xyldine .....	lb.	.45	—	.50

### Coal-Tar Dyes

**ACID COLORS:**

Black .....	lb.	.80	—	1.10
Blue .....	lb.	1.00	—	3.00
Brown .....	lb.	.80	—	1.25
Fuchsin .....	lb.	1.50	—	2.50
Green .....	lb.	1.75	—	3.00
Orange II .....	lb.	.50	—	.65
Orange III .....	lb.	.60	—	.60
Red .....	lb.	.80	—	2.50
Scarlet .....	lb.	.65	—	1.00
Violet .....	lb.	1.60	—	3.50
Azo Yellow .....	lb.	1.50	—	2.00
Azo Yellow, green shade.....	lb.	1.35	—	1.80
Brilliant Delphine B.S.....	lb.	3.50	—	4.50
Erythrosin .....	lb.	7.50	—	8.00
Fast Light Yellow, 2-G.....	lb.	3.00	—	3.50
Fast Red, 6B extra, con't.....	lb.	1.15	—	1.20
Indigotin, conc.....	lb.	2.40	—	2.75
Indigotin, paste .....	lb.	1.50	—	1.60
Naphthol Green .....	lb.	1.50	—	1.60
Naphthylamine Red .....	lb.	6.75	—	7.25
Orange, R. G. ....	lb.	.60	—	1.00
Patent Blue, Swiss Type....	lb.	4.00	—	6.00
Ponceau .....	lb.	.80	—	.90
Scarlet 2R .....	lb.	.65	—	.75
Tartarzin, Dom. ....	lb.	1.20	—	1.50
Uranine .....	lb.	8.00	—	10.00
Wool Green S .....	lb.	1.50	—	4.00

**DIRECT COLORS:**

Black .....	lb.	.60	—	.75
Sky Blue, conc.....	lb.	1.50	—	3.00
Sky Blue, 5BX.....	lb.	—	—	2.00
Blue 2B .....	lb.	.60	—	.80
Brown R .....	lb.	.85	—	1.00
Brown G .....	lb.	1.25	—	1.70
Bordeaux .....	lb.	1.75	—	2.00
Fas: Black .....	lb.	—	—	7.25
Fast Pink .....	lb.	3.50	—	4.00
Fast Red .....	lb.	2.35	—	3.50
Fast Yellow .....	lb.	1.50	—	2.00
Yellow .....	lb.	2.00	—	2.75
Violet con't .....	lb.	1.10	—	2.00
Benzopurpurin, 10 B.....	lb.	2.00	—	2.50
Benzopurpurin, 4 B.....	lb.	1.10	—	1.20
Chrysophenin, Dom. ....	lb.	1.10	—	1.25
Congo Red 4B Type.....	lb.	.90	—	1.10
Diamine Sky Blue F. F. ....	lb.	2.50	—	4.00
Geranin .....	lb.	8.75	—	9.25
Oxamine Violet .....	lb.	7.00	—	8.00

**OIL COLORS:**

Black .....	lb.	.70	—	1.00
Blue .....	lb.	1.25	—	2.00
Orange .....	lb.	.95	—	1.00
Red III .....	lb.	1.65	—	2.00
Scarlet .....	lb.	1.00	—	1.75
Yellow .....	lb.	1.25	—	1.50
Nigrosine, Oil Sol. ....	lb.	.90	—	.95

**SULFUR COLORS:**

Black .....	lb.	.20	—	.25
Blue .....	lb.	.60	—	1.00
Brown .....	lb.	.35	—	.60
Green .....	lb.	1.00	—	1.75
Yellow .....	lb.	.75	—	1.00

**CHROME COLORS:**

Alizarin Blue, bright .....	lb.	5.00	—	5.50
Alizarin, medium .....	lb.	4.50	—	5.00
Alizarin Brown, conc. ....	lb.	—	—	2.50
Alizarin Cyanine .....	lb.	10.00	—	12.00
Alizarin Orange .....	lb.	1.55	—	1.90

Alizarin Red, 20 p.c. Paste. ....	lb.	.60	—	1.00
Alizarin Yellow G.....	lb.	.85	—	1.00
Alizarin Yellow R.....	lb.	1.25	—	1.35
Chrome Black, Dom. ....	lb.	.65	—	1.00
Chrome Blue .....	lb.	.75	—	2.00
Chrome Brown .....	lb.	.80	—	1.00
Chrome Green, Dom. ....	lb.	1.50	—	2.00
Chrome Red .....	lb.	1.75	—	2.00
Chrome Yellow .....	lb.	.65	—	1.00
Gallocyanin .....	lb.	2.30	—	2.60

**BASIC COLORS:**

Alkali Blue, conc. ....	lb.	4.50	—	5.00
Auramine O .....	lb.	1.80	—	2.35
Auramine OO .....	lb.	3.00	—	3.50
Bismarck Brown R .....	lb.	.70	—	.90
Bismarck Brown G .....	lb.	1.00	—	1.25
Brilliant Green Crystals. ....	lb.	3.50	—	4.00
Chrysoldin R .....	lb.	.75	—	.90
Chrysoldin Y .....	lb.	.75	—	.84
Crystal Violet .....	lb.	5.00	—	6.00
Emerald Green, Crystals. ....	lb.	8.00	—	8.50
Indigo 20 p.c. paste. ....	lb.	.45	—	.50
Fuchsin Crystals, Dom. ....	lb.	3.00	—	3.40
Fuchsin Base .....	lb.	3.00	—	3.50
Malachite Green, Crystals. ....	lb.	2.25	—	2.50
Malachite Green, Powd. ....	lb.	2.00	—	2.25
Methylene Blue, tech. ....	lb.	1.50	—	2.00
Methyl Violet, 3B .....	lb.	1.75	—	2.00
Methyl Violet, 6B .....	lb.	2.85	—	5.00
Nigrosine, apts. sol. ....	lb.	—	—	.70
Nigrosine, water sol. blue. ....	lb.	—	—	.40
Phosphine G., Domestic. ....	lb.	2.50	—	3.50
Rhodamine B. ex. con't. ....	lb.	8.50	—	10.00
Safranine .....	lb.	2.50	—	3.00
Victoria Blue B. ....	lb.	2.75	—	3.75
Victoria Blue, base, Dom. ....	lb.	5.40	—	6.50
Victoria Blue, crys. ....	lb.	5.00	—	5.50
Victoria Green .....	lb.	2.00	—	2.10
Victoria Red .....	lb.	7.00	—	8.00
Victoria Yellow .....	lb.	7.00	—	8.00
Violamine R & B .....	lb.	4.00	—	5.00

## ESSEX DIRECT ORANGE 2RE

Medium Shade of Orange for Cotton  
Fast to Light, Acid, Alkali, and Chlorine  
Easily Soluble—Level Dyeing

Useful for Union Work, as it leaves Animal Fibres practically clear.  
Dyes Cotton in any stage of its manufacture, in any form of machine.



## ESSEX ANILINE WORKS, Inc.

Manufacturer of Aniline Dyes

Office at 88 Broad Street, Boston, Mass.  
Factory at South Middleton, Mass.

The Grasselli Chemical Co., Sole Agents  
117 Hudson St., N.Y.C.

### COAL TAR DISINFECTANTS

Any size container from 5 oz. bottle to tank cars  
Phenol co-efficients 2.5-6-10-20

### CRESOL U.S.P. 1X

### COMPOUND SOLUTION CRESOL U.S.P. 1X

### CRESYLIC ACID 97/99% PALE

**BAIRD & McGuire, Inc.**  
Holbrook, Mass.  
U. S. A.  
P.O. Box 473

### ANTHRAQUINONE

SUBLIMED SUBLIMED PASTE

Sanborn  
Chemical Works  
PUTNAM, CONN.

## Dyestuffs

## Natural Dyestuffs

Annatto, fine	.lb.	.31	—	.32
Seed	.lb.	.04	—	.05
Carmine No. 40	.lb.	5.00	—	5.25
Cochineal	.lb.	.45	—	.50
Gambier, see tanning				
Indigo, Bengal	.lb.	—	—	2.25
Oudes	.lb.	1.90	—	2.00
Guatemala	.lb.	1.75	—	1.85
Kurpaha	.lb.	1.50	—	1.60
Madras	.lb.	.85	—	.95
Madder, Dutch	.lb.	.25	—	.27
Nutgalls, blue Aleppo	.lb.	14	—	.15
Chinese	.lb.	.16	—	.17
Quercitron Bark, see tanning				
Turmeric, Madras	.lb.	.06½	—	.07½
Aleppy	.lb.	.06¼	—	.07¼

## Dyewoods

Barwood	.....	.lb.	.05%	.06%
Camwood, chips	.....	.lb.	.12	— .16
Fustic, sticks	.....	ton	37.00	— 38.00
Chips	.....	.lb.	.04	— .06
Hypernic, chips	.....	.lb.	.06%	— .07
Logwood Sticks	.....	ton	30.00	— 40.00
Chips	.....	.lb.	.03	— .05
Queroitron Bark, see tanning				
Ked Saunders	.....	.lb.	.18	— .20

## Dye Extracts

Note: Range of prices on dye extracts includes quality range for large quantity.

Archil, Double	lb.	.20	—	.23
Triple	lb.	.22	—	.24
Concentrated	lb.	.24	—	.27

**utch, Mangrove, see Tanning**

Rangoon, boxes	lb.	.15	—	.18
Liquid	lb.	.10	—	.11
Tablet	lb.	.13	—	.14
ubear, French	lb.	—	—	—
English	lb.	.24	—	.26
Concentrated	lb.	—	—	—
lavine	lb.	.90	—	1.25
ustic, Solid	lb.	.18	—	.26
Crystals	lb.	.24	—	.26
Liquid, 51 deg.	lb.	.11	—	.15
all	lb.	.23	—	.25
ematin Extract 51 deg.	lb.	.11½	—	.13
Crystals	lb.	.20	—	.27
ypernic, liquid, 51 deg.	lb.	.20	—	.30
ogwood, solid	lb.	.15	—	.23
51 deg., Twaddle	lb.	.08	—	.13
age Orange, Extract 42 deg.	lb.	.06	—	.16
Crystals	lb.	—	—	.26
ersian Berries	lb.	.40	—	.42
uebracho, see tanning				
ercliton, 51 deg.	lb.	.07½	—	.08
Powdered, 100 p.c.	lb.	.12	—	.16

## Dextrins and Starches

British Gum .....	per 100 lbs.	3.00	—	2.28
Dextrin, Corn, white or yellow .....	per 100 lbs.	2.70	—	2.98
Potato white or canary....	lb.	.08½	—	.09
Sago Flour .....	lb.	.04	—	.044
Starch, Powd. bags.....	100 lbs.	2.13	—	2.41
Pearl, bags .....	100 lbs.	2.03	—	2.31
Potato, Domestic .....	lb.	.05	—	.054
Imported, duty paid .....	lb.	—	—	.06½
Tapioca flour, high grade....	lb.	.04	—	.04½
Medium grade .....	lb.	.03	—	.03½
Low grade .....	lb.	.02½	—	.03

## Tanning Woods

Algarobilla	ton	—	—
Divi Divi	ton	42.00	45.00
Hemlock Bark	ton	16.00	18.00
Mangrove, African, 38	p.c.ton	—	35.00
Bark, S. A.	ton	—	—
Myrobalans, J1	ton	—	25.00
J2	ton	—	20.00
B1	ton	—	24.00
B2	ton	—	19.00
R2	ton	—	17.00
Oak Bark	ton	20.00	23.00
Ground	ton	—	25.00
Quercitron Bark rough	ton	—	10.00
Ground	ton	20.00	25.00
Sumac, Sicily, 28	p.c. ton	63.00	64.00
Virginia, 25	p.c. tan	ton	60.00
Valonia Cups 28-33	p.c. ton	31.00	35.00
Beard, 40	p.c. ton	—	43.00
Wattle Bark	ton	—	40.00

## Miscellaneous Dyestuffs

Albumen, Egg, edible.....	lb.	—	.75
*Technical .....	lb.	—	.65
Blood, imported .....	lb.	—	.30
Domestic .....	lb.	.40	.42
Prussian blue .....	lb.	.45	.50
Soluble .....	lb.	.45	.30
Spray yolk .....	lb.	.35	.45
Turkey Red Oil .....	lb.	.09	.11
Yolk Oil .....	lb.	—	.35
Zinc Dust, prime heavy .....	lb.	.09½	.11
100-lb. tins .....	lb.	—	.11
520-lb. casks .....	lb.	—	.104
Carload lots .....	lb.	—	.09½

THE  
CLEVELAND-CLIFFS IRON CO.  
KIRBY BUILDING, CLEVELAND, O.

## PRODUCERS OF

Wood Alcohol  
Acetic Acid  
Formaldehyde  
Pure Acetone

Methyl Acetone  
Sulphuric Acid  
Sodium Acetate  
Iron Liquor

## DISTRIBUTING POINTS

Cleveland  
New York  
Cincinnati

## Fixed Oils

## Tanning Extracts

Chestnut, clarified, 25 p.c. tan, tanks, f.o.b. wks.	.02	—	.024
Powdered, 60 p.c.	.054	—	.06
Decolorized	.09	—	.09%
Gambler, 25 p.c. tan liq.	.07%	—	.08%
Common	.054	—	.06
Cubes, Singapore	.08	—	.08%
Hemlock, 25 p.c. tan works.	.04%	—	.04%
Larch, 25 p.c. tan	.04%	—	.04%
Crystals, 50 p.c. tan	.08	—	.08%
Mangrove, 55 p.c. tan	.04%	—	.05
Myrobalans, liq., 25 p.c.tan	.054	—	.05%
Solid, 50 p.c. tan	.09	—	.09%
Oak Bark, liquid, 25-25 p.c.tan	.05	—	.05%
Tanks	.04%	—	.04%
Quebracho, liquid, 35 p.c. tks.	.03%	—	.03%
Barrels	.04	—	.04%
35 p.c. tan, bleaching	.04%	—	.05
Solid, 68 p.c. tan ordinary	.04%	—	.04%
Clarified	.05	—	.05%
Spruce, liquid, 25 p.c. tan, works, tanks	.01%	—	.01%
Powd., 50 p.c. tan	.02	—	.02%
Sumac, liquid	.07%	—	.08

## Animal and Fish Oils

(Carleads)			
Cod Newfoundland	.42	—	.44
Tanks	.08	—	.41
Domestic, prime	.03	—	—
Degras American	.03%	—	.03%
English	.03%	—	.04
Neutral	.08	—	.12

Herring	gal.	.30	—	.32
Horse	lb.	.05	—	.05%
Lard prime	gal.	—	—	.97
Off prime	gal.	—	—	.87
No. 1	gal.	—	—	.67
Extra, No. 1	gal.	—	—	.72
No. 2	gal.	—	—	.65
Menhaden, Light strained	gal.	—	—	.41
Yellow, bleached	gal.	—	—	.43
Extra, bleached, winter	gal.	—	—	.45
Blown	gal.	—	—	.52
Crude, f.o.b. works, bbls.	gal.	.33	—	.35
Tanks, wks.	gal.	—	—	.32
Neatsfoot, 20 deg.	gal.	—	—	1.25
30 deg., cold test	gal.	—	—	1.00
Pure	gal.	—	—	.92
Oleo Oil, No. 1	lb.	—	—	.11½
No. 2	lb.	—	—	.10½
*No. 3	lb.	—	—	.09½
Red Distilled	lb.	.07%	—	.07½
Saponified	lb.	.07%	—	.07¾
Salmon, tanks, Coast	gal.	—	—	.35
Sod	gal.	.44	—	.46
Sperm bleached winter	gal.	—	—	1.70
38 deg., cold test	gal.	—	—	1.65
45 deg., cold test	gal.	—	—	1.65
Stearic Acid, single pressed	lb.	.09	—	.09%
Double pressed	lb.	.09%	—	.10
Triple pressed	lb.	—	—	.11
Tallow acidic	gal.	—	—	.82
Whale, natural winter	gal.	—	—	.60
Bleached, winter	gal.	—	—	.65
Crude, No. 1 tanks, Coast	lb.	.04%	—	.04%
No. 2	lb.	.03%	—	.04%

## Vegetable Oils

Castor, No. 1 bbls.	lb.	—	—	.11½
Cases	lb.	—	—	.12½
No. 3	lb.	—	—	.10½
China Wood Oil, bbls.	lb.	—	—	.13½
*Coast, bbls.	lb.	—	—	—
Orient to N. Y., bbls.	lb.	.11	—	.11½
Coconut Dom., Ceylon, bbls.	lb.	.09	—	.09%
*Tanks, Spot	lb.	—	—	.08%
Cochin, bbls., Dom.	lb.	.10	—	.10%
*Tanks	lb.	—	—	.09%
Manila, tanks, coast	lb.	.07½	—	.08
Edible	lb.	.11	—	.11½
Copra, c.i.f., N. Y.	lb.	—	—	.04½
Corn, refined, bbls.	lb.	.10	—	.10%
Crude Tanks Shipping pt.	lb.	.06½	—	.07
Barrels	lb.	.07½	—	.07½
Crude, bbls., N. Y.	lb.	.09	—	.09%
Cottonseed, Crude, f.o.b. mills	lb.	—	—	.06½
in buyers' tanks	lb.	—	—	.06½
Prime Summer, Yel. bbls.	lb.	.08	—	.08%
*White	lb.	—	—	.10%
Winter, yellow	lb.	.10½	—	.10%
*Nominal	lb.	—	—	—

## Greases, Lards, Tallows

(New York Markets)				
Grease, Choice White	lb.	.07%	—	.07½
Yellow	lb.	.04%	—	.05
Brown	lb.	—	—	.04
House	lb.	.04%	—	.05
Bone Naphtha	lb.	.04½	—	.04½



## LACTIC ACID

"TECHNICAL"  
Strengths 22% & 44%

You will be interested in this quality product. Of uniform strength, its freedom from mineral acids, heavy metal salts and sediment makes our Lactic Acid a most desirable product for every use.

## National Oil Products Co.

Harrison, N. J.

Chicago, Ill.

## Warehouses:

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San Francisco  
Los AngelesPeabody  
Toronto  
GloversvilleMETHYL  
ALCOHOL  
95, 97, 99.5%

Amyl Acetate  
Butyl Acetate  
Ethyl Acetate  
Refined Fusel Oil

## Amyl Acetate Substitutes

E. I. du Pont de Nemours & Company, Inc.  
Sales Dept.: Chemical Products Division  
PARLIN, NEW JERSEY

Chicago, Ill. McCormick Bldg.  
San Francisco, Cal.  
Chronicle Bldg.

## Naval Stores and Fertilizers

Linseed, raw car lots.....	gal.	.67	—	.68
10 barrel lots.....	gal.	—	—	.70
Boiled, 5-bbl. lots.....	gal.	—	—	.72
Double boiled.....	gal.	—	—	.73
Raw tanks.....	gal.	—	—	.62
English, Shipments, bbls.gal.	—	—	—	.62
Olive, denatured.....	gal.	1.15	—	1.20
Edible.....	gal.	1.60	—	2.00
Foots.....	lb.	.0834	—	.0844
Shipment.....	lb.	.08	—	.0834
Palm Lagos, casks.....	lb.	.0714	—	.0734
Bonny Old Calabar.....	lb.	.0634	—	.07
Niger.....	lb.	.0634	—	.0654
Palm Kernel, domestic.....	lb.	—	—	—
Imported.....	lb.	.0834	—	.09
Peanut Oil, refined.....	lb.	.11	—	.1115
Crude, f.o.b. mills tanks.....	lb.	.08	—	.0815
*Oriental, coast, tanks.....	lb.	.08	—	.0834
*Crude, Bbls., spot.....	lb.	—	—	.0924
Perilla, c.i.f., N. Y. ....	lb.	—	—	.0915
Bbls., N. Y. ....	lb.	.1014	—	.1034
Poppy Seed.....	gal.	—	—	—
Rapeseed, ref'd bbls.....	gal.	.82	—	.84
Tanks Coast.....	lb.	—	—	—
Blown, bbls., 8 lbs.....	gal.	.95	—	1.00
Sesame, domestic, edible.....	gal.	1.15	—	1.20
*Imported.....	lb.	—	—	—
Soya Bean, tanks Coast Dec.lb.	—	—	—	.0712
New York, bbls., crude.....	lb.	.00	—	.0094
Edible.....	lb.	.1014	—	.1034
Walnut, Crude.....	lb.	.10	—	.1014

## OIL CAKE AND MEAL

Cottonseed Cake, f.o.b. Texas.....	—	—	—	—
f.o.b. New Orleans.....	—	—	—	—
Cottonseed, Meal, f.o.b. Atlanta.....	—	—	—	37.00
Columbia.....	—	—	—	—
New Orleans .....	ton	—	—	—
Corn Cake .....	short ton	—	—	—
Meal Chicago .....	short ton	—	—	30.00
Linseed cake, dom.....	short ton	42.00	—	43.00
Linseed Mail .....	short ton	—	—	—
*Nominal	—	—	—	—

## Naval Stores

(Carloads ex-dock)

Spirits Turpentine, in bbls.gal.	—	—	.821/2	
Wood Turpentine, steam distilled, bbls.	—	—	—	—
Dest. active distilled, bbls.gal.	—	—	—	—
Pitch Prime .....	bbl.	—	—	6.00
Kosins, B .....	bbl.	—	—	5.35
D .....	bbl.	—	—	5.35
E .....	bbl.	—	—	5.35
F .....	bbl.	—	—	5.35
G .....	bbl.	—	—	5.35
H .....	bbl.	—	—	5.40
I .....	bbl.	—	—	5.40
K .....	bbl.	—	—	6.20
M .....	bbl.	—	—	6.60
N .....	bbl.	—	—	6.80
WG .....	bbl.	—	—	7.10
WW .....	bbl.	—	—	7.85
Rosin Oil, first run.....	gal.	.36	—	.37
Second run .....	gal.	.38	—	.39
Tar, kiln-burnt .....	bbl.	—	—	9.50
Retort .....	bbl.	—	—	9.50

## Fertilizer Materials

Ammon. Sulf. bulk.....	100 lbs.	2.25	—	2.30
Double bgs., f.a.s., N.Y.100 lbs.	2.60	—	2.75	
Blood, dried, f.o.b. N.Y....	unit	—	—	3.50
Bone, 3 and 50, ground, raw ton	30.00	—	—	32.00
Cyanamide wks. ....	unit	—	—	2.25
Fish Scrap, dom., dried, f.o.b. works .....	unit	3.25	&	.10
Nitrate Soda .....	100 lbs.	2.25	—	2.40
Tankage, high-grade, f.o.b. Chicago .....	unit	3.00	&	.10
Ground, N. Y. ....	unit	3.00	&	.10

Phosphate Rock—F.o.b. Mines Florida pebble, 68-72%.....	ton	5.08	—	7.50
Tennessee, 78-80 p.c. ....	ton	8.00	—	9.00
Potassium muriate, 80 p.c. ....	unit	.75	—	.80
Sulfate .....	unit	—	—	1.00
Steamed Bone Meal, N.Y. ....	ton	—	—	28.00

## Metals

Aluminum 98-99% Virgin.....	cwt.	17.00	—	18.00
98-99% Remelted .....	cwt.	—	—	—
Antimony, Jap. & Chinese.....	cwt.	4.55	—	4.75
Bismuth, (See Fine Chemical Prices)	—	—	—	—
Cadmium .....	lb.	1.40	—	1.50
Cobalt .....	lb.	—	—	3.00
Copper prime Lake.....	cwt.	13.75	—	13.87½
Electrolytic .....	cwt.	—	—	13.75
Casting .....	cwt.	—	—	12.87½
Graphite, crude, Amorphous.....	ton	15.00	—	42.50
Flake .....	lb.	.03	—	.07
Iridium .....	oz.	—	—	160.00
Lead, N. Y. ....	cwt.	4.70	—	4.80
Magnesium, 99 p.c. ....	lb.	—	—	1.65
Manganese ore .....	unit	.22	—	.25
Mercury .....	flask	—	—	52.00
Nickel Ingots .....	cwt.	—	—	41.00
Shot .....	cwt.	—	—	43.00
Electrolytic .....	cwt.	—	—	45.00
Palladium .....	oz.	51.00	—	55.00
Platinum, pure .....	oz.	—	—	78.00
Silver .....	oz.	—	—	.99½
Foreign .....	oz.	—	—	.67
Tin Straits .....	cwt.	—	—	33.50
Banca .....	cwt.	—	—	33.25
American, pure .....	cwt.	—	—	33.25
99 p.c. pure .....	cwt.	—	—	33.00
Tungsten, ore per short ton unit	—	—	—	—
Wolframite, Chinese .....	ton	2.00	—	2.35
Bolivian .....	ton	—	—	2.75
Scheelite, Amer. ....	ton	—	—	—
Japanese .....	ton	—	—	—
Zinc (Spelter) Shipment .....	cwt.	—	—	5.20
Spot .....	cwt.	—	—	—

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## Crude Drugs

Crude Drugs		BALSAMS	
<b>MISCELLANEOUS</b>		<b>BALSAMS</b>	
Agar Agar, No. 1.....lb.	.70	Copalba, Para .....	.25 — .27
No. 2 .....	.60 — .65	South American .....	.30 — .31
No. 3 .....	.45 — .48	Fir, Canada .....	gal. 12.00 — 13.00
Agaric, white .....	.135	Oregon .....	— — 1.50
Almonds, bitter .....	.40	Peru .....	— — 1.50
Sweet .....	.35	Tolu .....	lb. .30 — .35
Meal .....	.35		
Ambergris, black .....	8.00		
Grey .....	.25.00		
Areca Nuts .....	.08 — .08½		
Powdered .....	.12		
Balm of Gilead Buds.....lb.	.60 — .65		
Burgundy Pitch, Dom.....lb.	.05		
Cantharides, Chinese .....	.90 — .95		
Powdered .....	.105 — .110		
Russian, whole .....	.250		
Powdered .....	.260		
Cascara Amarga .....	.50		
Castoreum.....lb.	4.00 — 4.25		
Charcoal Willow, powdered.....lb.	.06 — .07		
Wood, powdered .....	.04 — .04½		
Civet .....	.275 — .280		
Cochineal, U.S.P. ....	.45 — .48		
Colo-cynth, Apples .....	.30 — .32		
Pulp, U.S.P. ....	.30 — .32		
Spanish Apples .....	.35 — .38		
Cuttlefish Bone, Trieste.....lb.	.18 — .20		
Jewelers, large .....	.75		
Small .....	.75		
French .....	.18 — .20		
Dragon's Blood, Mass.....lb.	.30 — .45		
Reeds .....	.70 — .72		
Ergot, Russian .....	.105 — .110		
Spanish .....	.105 — .110		
Grains of Paradise.....lb.	.12 — .13		
Guarana .....	.80		
Honey Calif. .....	.11		
	*Nominal		

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## Crude Drugs

Orange Peel, bitter .....	.06	— .07
Sweet .....	.05	— .05½
Prickly Ash, Southern .....	.15	— .16
Northern .....	.15	— .16
Pomegranate of Root .....	.17	— .18
of Fruit .....	.17	— .18
Sassafras, ordinary .....	.10	— .12
Select .....	.24	— .25
Simaruba .....	—	— .15
Soap whole .....	.06	— .07
Cut .....	.09	— .10
Crushed .....	.09	— .10
Wahoo of Root .....	—	— .55
of Tree .....	.25	— .26
Willow, Black .....	—	— .06
White .....	—	— .15
White Pine Rosed .....	—	— .06
White Poplar .....	—	— .04
Wild Cherry—		
Thin Green Rosed .....	.16	— .18
Thick Rosed .....	.10	— .12
Thin Natural .....	.09	— .10
Thick Natural .....	.06	— .07
Witch Hazel .....	—	— .08

## BEANS

Calabar .....	.18	— .20
Cassia Fistula .....	—	— .15
Castor .....	—	— .03½
St. Ignatius .....	—	— .22
St. John's Bread .....	.06	— .09
Tonka, Angostura .....	—	— 1.25
Para .....	.80	— .90
Surinam .....	.85	— .95
Vanilla, Mexican, whole .....	.650	— 7.50
Cuts .....	.50	— 6.00
Bourbon .....	.250	— 3.00
South American .....	4.50	— 5.00
Tahiti, Yellow Label .....	1.85	— 2.00
Green Label .....	1.85	— 2.00

BERRIES		
Cubeb, ordinary .....	.lb.	.90 — 1.00
XX .....	.lb.	1.00 — 1.10
Powdered .....	.lb.	.90 — 1.00
Fish .....	.lb.	.06½ — .07
Horse, Nettle, dry .....	.lb.	.35 — .40
Juniper .....	.lb.	— — .08
Laurel .....	.lb.	— — .18
Poke .....	.lb.	— — .12
Prickly Ash .....	.lb.	.11 — .12
Raspberries, dried .....	.lb.	.35 — .40
Saw Palmetto .....	.lb.	.13 — .14
Sloe .....	.lb.	.14 — .15
FLOWERS		
Arnica .....	.lb.	.11 — .12
Borage .....	.lb.	— — .28
Calendula Petals, Imp. ....	.lb.	— — .50
Chamomile, Hungarian .....	.lb.	.21 — .24
Roman .....	.lb.	— — .73
Clover Tops .....	.lb.	.10 — .11
Dogwood .....	.lb.	.15 — .16
Elder .....	.lb.	.25 — .30
Insect, open whole .....	.lb.	.25 — .28
Closed whole .....	.lb.	— —
Powder, Pure .....	.lb.	.36 — .38
Flowers and stems, 50 p.c. ....	.lb.	— — .25
Kousso .....	.lb.	— — 1.25
Lavender .....	.lb.	.27 — .40
Linden, with Leaves .....	.lb.	.12 — .13
Without Leaves .....	.lb.	.22 — .23
Malva, blue .....	.lb.	— — .38
Black .....	.lb.	— — 1.00
Mullein .....	.lb.	— — .75
Orange .....	.lb.	— — .50
Peony, red .....	.lb.	— — .45
Poppy, red .....	.lb.	— — .50
Saffron, American .....	.lb.	1.20 — 1.25
Valencia .....	.lb.	15.50 — 16.00
Violet .....	.lb.	— — .70
GUMS		
Aloes, Barbados .....	.lb.	— — .50
Cape .....	.lb.	.08 — .09
Curacao, cases .....	.lb.	.06½ — .07
Socotrine, whole .....	.lb.	— — .40
Ammoniac, tears .....	.lb.	— — 1.60
Arabic, firsts .....	.lb.	.26 — .27
Seconds .....	.lb.	.22 — .23
Sorts Amber .....	.lb.	.10 — .10½
Powdered, U.S.P. ....	.lb.	.19 — .22
Asafetida, whole, U.S.P. ....	.lb.	.30 — .33
Powdered .....	.lb.	.60 — .65
Benzoin, Siam .....	.lb.	— — 1.50
Sumatra .....	.lb.	.26 — .28
Camphor, ref., See Fine chem. list		
Catechu .....	.lb.	— — .10
Chicle .....	.lb.	.75 — .80
Damar .....	.lb.	.23 — .24
Euphorbium .....	.lb.	— — .35
Powdered .....	.lb.	— — .55
Galbanum .....	.lb.	1.20 — 1.25
Gambier .....	.lb.	.07 — .07½
Gamboge .....	.lb.	— — 1.00
Guaiac .....	.lb.	.38 — .40
Karaya, Powdered .....	.lb.	.18 — .22
Kino .....	.lb.	— — .50
Mastic .....	.lb.	— — .55
Myrrh, Select .....	.lb.	.43 — .44
Sorts .....	.lb.	.40 — .42
Olibanum, siftings .....	.lb.	.10½ — .11
Tears .....	.lb.	.15 — .16
Opium, See fine chem. list		
Sandarac .....	.lb.	.27 — .30
Scammony Resin .....	.lb.	— — 1.40
Senegal, picked .....	.lb.	.16 — .17
Spruce .....	.lb.	— — 1.00
Storax, Tech. cases, See Misc'l. Drugs		
Thus .....	.lb.	.04½ — .05
Tragacanth, Aleppo first .....	.lb.	2.85 — 2.90
No. 2 to No. 6 .....	.lb.	1.00 — 2.50
Powdered .....	.lb.	1.25 — 1.75
Turkish .....	.lb.	1.00 — 2.00



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D. C.	lb. — — .82	Laurel	lb. .03½— .04½		Aconite, U.S. P.	lb. .20 — .23
Fine Orange	lb. — — .75	Life Everlasting	lb. — — .06		Aletris (Unicorn true)	lb. .34 — .38
Second Orange	lb. — — .70	Liverwort	lb. .28 — .30		Alkanet	lb. — — .14
T. N.	lb. .66 — .68	Lobelia	lb. .14 — .15		Althea, cut	lb. .10 — .11
Ground reg.	lb. — — .70	Matico	lb. — — .20		Whole	lb. .08 — .09
Regular bleached	lb. — — .75	Marjoram, German	lb. — — .21		Angelica American	lb. .15 — .17
Bone Dry	lb. — — .77	French	lb. .12½— .14½		Arnica	lb. .35 — .40
<b>LEAVES AND HERBS</b>		Motherwort Herb	lb. — — .14		Arrowroot, American	lb. — — .08
Aconite	lb. .28 — .30	Pennyroyal	lb. .08 — .12		Bermuda	lb. — — .08
Balmony	lb. — — .15	Peppermint, American	lb. .14 — .20		St. Vincent	lb. .04 — .04½
Belladonna	lb. .14 — .15	Pluchi	lb. .10 — .11		Bamboo Brier	lb. — — .06
Boneset, leaves and tops	lb. — — .09	Prince's Pine	lb. — — .16		Bearfoot	lb. — — .06
Buchu, short	lb. 1.15 — 1.20	Plantain	lb. — — .15		Belladonna	lb. .14 — .15
Long	lb. — — 1.05	Pulsatilla	lb. — — .60		Berberis Aquifolium	lb. .17 — .18
Cannabis, true, imported	lb. — — —	Queen of the Meadow	lb. — — .07		Beth	lb. .17 — .18
American, (no assay)	lb. — — .20	Rose, pale and red	lb. .25 — .48		Blood	lb. .14 — .15
U.S.P.	lb. — — .30	Rosemary	lb. .04½— .05		Blueflag	lb. .30 — .32
Catnip	lb. .10 — .15	Rue	lb. .25 — .30		Bryonia	lb. .10 — .12
Chestnut	lb. — — .06	Sage, Dalmatian	lb. .05½— .06		Burdock	lb. .11 — .12
Chiretta	lb. — — .22	Greek	lb. .04 — .04½		Calamus, bleached	lb. — — .35
Coca, Huanuco	lb. — — —	Spanish	lb. .04½— .05		Unbleached, natural	lb. — — .12
Truxillo	lb. — — .50	Savory	lb. .10 — .12		Cohosh, black	lb. .08 — .09
Coltsfoot	lb. — — .08	Senna, Alexandria, whole	lb. .58 — .60		Blue	lb. .08 — .10
Corn Silk	lb. — — .06	Half Leaf	lb. .20 — .22		Colchicum	lb. .13 — .15
Damiana	lb. .10 — .11	Siftings	lb. .10 — .11		Colombo, whole	lb. .02 — .04
Deer Tongue	lb. — — .09	Powdered	lb. .14 — .15		Comfrey	lb. .30 — .32
Digitalis	lb. .10 — .11	Tinnevelly, Jobbing	lb. .14 — .15		Culver's	lb. .15 — .16
Eucalyptus	lb. — — .06	Grinding	lb. .06 — .08		Cranesbill	lb. .12 — .14
Euphorbia Pilulifera	lb. .11 — .12	Pods	lb. .07½— .08		Dandelion, Imported	lb. .08½— .09
Grindelia Robusta	lb. — — .12	Powdered	lb. .08 — .10		Doggrass, U.S.P., cut	lb. .12 — .13
Henbane	lb. .22 — .24	Sideritis, cut	lb. — — .22		Echinacea	lb. — — .35
Henna	lb. .18 — .19	Skullcap, Western	lb. — — .20		Elecampane	lb. — — .11
Horehound	lb. .09 — .09½	Spearmint, American	lb. — — .20		Galangal	lb. — — .10
Jaborandi	lb. .34 — .36	Squaw Vine	lb. .15 — .16		Gelsemium	lb. .14 — .15
		Stramonium	lb. .14 — .15		Gentian	lb. .07½— .08
		Tansy	lb. .16 — .18		*Nominal	
		Thyme Spanish	lb. .06½— .07			
		French	lb. .09 — .09½			
		Uva Ursi	lb. .04 — .04½			
		Witch Hazel	lb. .15 — .16			
		Yerba Santa	lb. .11 — .12			

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See Spices						Serpentaria	lb.	—	.90		Hemp, Manchurian	lb.	.031/4	—	.04
Ginseng, Cultivated	lb.	1.00	—	3.00		Skunk Cabbage	lb.	.20	—	.21	Chilian	lb.	—	—	—
Northwestern wild	lb.	6.00	—	8.00		Snake, Canada natural	lb.	.30	—	.31	Job's Tears, white	lb.	—	—	.08
Southern wild	lb.	5.00	—	7.00		Stripped	lb.	—	.50	Larkspur	lb.	—	—	.17	
Gold Seal	lb.	—	—	3.25		Spikenard	lb.	.19	—	.20	Lobelia	lb.	—	—	.70
Powdered	lb.	3.85	—	4.00		Squill, white	lb.	.05	—	.06	Mustard, Bari, Brown	lb.	—	—	.10
Hellebore, Black, Imported	lb.	—	—	.30		Stillingia	lb.	.09	—	.10	Bombay, Brown	lb.	—	—	.061/2
White	lb.	—	—	.15		Stone	lb.	—	.10	California, Brown	lb.	.05	—	.081/2	
Powdered	lb.	—	—	.16		Turmeric Madras	lb.	.06	—	.061/2	Yellow	lb.	—	—	.061/2
Helonias (Unicorn false)	lb.	—	—	.48		Aleppy	lb.	.06	—	.061/2	Chinese, Yellow	lb.	.07	—	.08
Ipecac Cartagena	lb.	1.35	—	1.40		China	lb.	.06	—	.061/2	English, Yellow	lb.	.051/2	—	.06
Powdered	lb.	1.60	—	1.65		Unicorn false, See Helonias				Danish, Yellow	lb.	.051/4	—	.051/2	
Rio whole	lb.	1.35	—	1.40		True, See Aletria				Dutch, Yellow	lb.	.05	—	.051/2	
Powdered	lb.	1.60	—	1.65		Valerian, Belgian	lb.	.11	—	.12	Poppy, Dutch	lb.	.091/2	—	.10
Jalap, whole	lb.	.13	—	.16		Yellow Dock	lb.	—	—	Turkish	lb.	—	—	.081/2	
Powdered, U.S.P.	lb.	.23	—	.25		Yellow Parilla	lb.	—	—	Blue Indian	lb.	.041/2	—	.05	
Kava Kava	lb.	—	—	.17		SEEDS				White Indian	lb.	.07	—	.071/2	
Lady Slipper	lb.	.65	—	.70		Anise, Levant	lb.	—	—	Quince	lb.	1.45	—	1.50	
Licorice, "Russian, cut"	lb.	—	—	.70		Star	lb.	—	—	Rape South Amer.	lb.	.04	—	.06	
Spanish natural bales	lb.	.06	—	.07		Spanish	lb.	—	—	Japanese, small	lb.	—	—	.08	
Selected	lb.	.25	—	.28		Annatto	lb.	.03	—	.031/2	Sabadiilla	lb.	—	—	.11
Powdered	lb.	.12	—	.13		Canary, Morocco	lb.	—	—	Stavesacre	lb.	—	—	.23	
Lovage	lb.	.40	—	.45		South American	lb.	.03	—	.031/2	Stramonium	lb.	—	—	.24
Manaca	lb.	—	—	.20		Caraway, African	lb.	.07	—	.071/2	Strophanthus, Hispidus	lb.	—	—	—
Mandrake	lb.	.11	—	.12		Dutch	lb.	.0634	—	.07	Kombe	lb.	—	—	.35
Musk, Russian	lb.	—	—	.16		Cardamom, bleached	lb.	.85	—	.115	Sunflower, domestic	lb.	.05	—	.051/2
Orris, Florentine bold	lb.	.081/2	—	.09		Decoricated	lb.	.38	—	.40	South American	lb.	.04	—	.05
Verona	lb.	.07	—	.08		Celery	lb.	.13	—	.131/2	Worm, American	lb.	.10	—	.11
Powdered	lb.	.08	—	.11		Colchicum	lb.	.20	—	.22	*Levant	lb.	—	—	.140
Fingers	lb.	.80	—	1.00		Coriander, Bombay	lb.	—	—	SPICES					
Pareira Brava	lb.	—	—	.23		Morocco Unbleached	lb.	.051/4	—	.06	Cassia Buds	lb.	.101/2	—	.11
Pellitory	lb.	—	—	.08		Bleached	lb.	.081/2	—	.09	China, Selected, mats.	lb.	.07	—	.071/2
Pink true	lb.	—	—	.85		Cumin, Levant	lb.	—	—	Saigon, assortm.	lb.	.24	—	.26	
Pleurisy	lb.	—	—	.08		Morocco	lb.	.091/2	—	.10	Cinnamon, Ceylon	lb.	.14	—	.18
Poke	lb.	.07	—	.071/2		Dill	lb.	.051/2	—	.06					
Rhatany	lb.	.10	—	.11		Fennel, French	lb.	—	—						
Rhubarb						German	lb.	—	—						
High Dried	lb.	—	—	.60		Flax, whole	per bbls.	—	—						
Powdered	lb.	.55	—	.60		Ground	lb.	.0334	—	.06					
Sarsaparilla, Honduras	lb.	.45	—	.50											
Mexican	lb.	.42	—	.45											
Scammony Root	lb.	—	—	.051/2											
*Nominal															

# Joh. Karl König's WARENLEXIKON

fur den Verkehr mit Drogen und Chemikalien

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## Essential Oils

Essential Oils					
Cloves, Zanzibar	lb.	.35	—	.36	
Amboynas	lb.	—	—	—	
Penang	lb.	.48	—	.50	
Ginger, African	lb.	.083	.09		
Jamaica, grinding	lb.	.39	—	.40	
Fancy Bold	lb.	.40	—	.42	
Japan	lb.	.083	.09		
Cochin ABC and lemon	lb.	.12	—	.15	
Mace, Siaw	lb.	.37	—	.38	
Banda, No. 1	lb.	.34	—	.35	
Batavia	lb.	.28	—	.30	
Nutmegs, 110s	lb.	.17	—	.18	
75s-80s	lb.	.22	—	.23	
Pepper, Black Sing.	lb.	.087	—	.09	
White	lb.	.13%	—	.14	
Peppers, Red, Mombasa	lb.	.31%	—	.32	
Cherries	lb.	.20	—	.21	
Bombay	lb.	.17	—	.19	
Japan	lb.	.38	—	.39	
Pimento, Select	lb.	—	—	.04	
<b>WAXES</b>					
Bayberry	lb.	.20	—	.25	
Bees, white	lb.	.33	—	.35	
Yellow, clean	lb.	.15%	—	.17	
Crude	lb.	.12%	—	.13	
Candelilla	lb.	.95	—	.27	
Carnauba, Flor.	lb.	.55	—	.56	
No. 1, North Country	lb.	.45	—	.46	
No. 2, North Country	lb.	—	—	.28	
No. 3, Fatty Gray	lb.	—	—	.15	
No. 3, Chalky	lb.	—	—	.15	
Ceresin Yellow	lb.	.07%	—	.08	
White	lb.	.08%	—	.10	
Japan	lb.	.18	—	.20	
Montan, crude	lb.	.04%	—	.05	
*Bleached	lb.	—	—	—	
Ozokerite, brown	lb.	—	—	.20	
Green	lb.	.22	—	.24	
Refined, yellow	lb.	—	—	—	
Paraffin, ref'd 128-130 deg.m.p.	lb.	.06	—	.06%	
Ref'd 118-120 deg.	lb.	.04%	—	.05	
Stearic Acid, See Animal Oils	lb.	—	—	—	
*Nominal	lb.	—	—	—	
<b>Essential Oils</b>					
Almond, Bitter, U.S.P.	lb.	5.25	—	6.75	
Bitter, f.f. P.A.	lb.	5.50	—	6.00	
Artificial, U.S.P., See Aromatic Chems.	lb.	—	—	—	
Sweet	lb.	.40	—	.45	
Peach Kernel (Apricot)	lb.	.27½	—	.30	
Amber, Crude	lb.	1.00	—	1.05	
Rectified	lb.	1.30	—	1.40	
Anise Technical	lb.	.57%	—	.60	
U. S. P.	lb.	.65	—	.70	
Bank	gal.	—	—	.35	
Bay	lb.	2.25	—	2.35	
Bergamot	lb.	5.00	—	5.25	
Artificial	lb.	—	—	.300	
Birch Tar, Rect.	lb.	—	—	.275	
Crude	lb.	—	—	.185	
Bois de Rose	lb.	3.25	—	3.50	
Cade	lb.	.65	—	.75	
Cajuput, Native	lb.	.65	—	.70	
U.S.P.	lb.	.75	—	.80	
Camphor, by-product	lb.	.09	—	.10	
Japanese white	lb.	.21	—	.22	
Cananga, Native	lb.	3.00	—	3.10	
Rectified	lb.	4.00	—	4.25	
Caraway, Rectified	lb.	—	—	.160	
Crude	lb.	—	—	.140	
Cassia Technical	lb.	1.25	—	.130	
Lead, Free	lb.	1.35	—	.140	
Redistilled, U.S.P.	lb.	1.65	—	.170	
Cedar Leaf	lb.	.80	—	.82	
Cedar Wood, light	lb.	.35	—	.36	
Cinnamon, Ceylon, heavy	lb.	15.00	—	16.00	
Leaf	lb.	2.00	—	.210	
Citronella, Ceylon	lb.	.42	—	.44	
Java	lb.	.75	—	.80	
Cloves, cans	lb.	2.30	—	2.40	
Bottles	lb.	2.45	—	2.50	
Copabana, U.S.P.	lb.	.60	—	.65	
Coriander, U.S.P.	lb.	9.00	—	9.50	
Croton	lb.	—	—	.110	
Cubebes, U.S.P.	lb.	6.50	—	.675	
Cumin	lb.	—	—	.500	
Dill	lb.	—	—	.450	
Erigeron	lb.	1.75	—	2.00	
Eucalyptus, Austrian, U.S.P.	lb.	.45	—	.50	
Fennel, sweet, U.S.P.	lb.	1.70	—	1.80	
Geranium, Rose Algerian	lb.	5.00	—	6.50	
Bourbon (Reunion)	lb.	4.75	—	5.00	
*Turkish	lb.	3.75	—	4.00	
Ginger	lb.	—	—	.675	
Gingergrass	lb.	—	—	.275	
Hemlock	lb.	—	—	.75	
Juniper Berries, rect.	lb.	1.70	—	1.75	
Wood	lb.	.50	—	.60	
Lavender Flowers, U.S.P.	lb.	3.10	—	3.50	
Spiken, Spanish	lb.	1.00	—	1.05	
Lemon, U.S.P.	lb.	.67½	—	.75	
Lemongrass, Native	lb.	1.20	—	1.25	
Limes, Expressed	lb.	2.75	—	3.00	
Distilled	lb.	.55	—	.60	
Linaloe	lb.	2.60	—	2.70	
Mace, distilled	lb.	1.00	—	1.10	
Mirbane, ref. see Aromatic Chemicals	lb.	—	—	—	
Mustard, natural	lb.	—	—	—	
Artificial	lb.	—	—	—	
Neroli, Bigarade	oz.	8.00	—	25.00	
Petale	oz.	10.00	—	30.00	
Artificial	lb.	—	—	—	
Nutmeg, U.S.P.	lb.	1.00	—	1.10	
Orange, bitter	lb.	1.80	—	2.35	
Sweet, West Indian	lb.	2.00	—	2.25	
Italian	lb.	3.00	—	3.10	
Origanum, Imitation	lb.	.30	—	.33	
Patchouli	lb.	10.00	—	11.00	
Pennyroyal, domestic	lb.	—	—	—	
Imported	lb.	1.20	—	1.30	
Peppermint, Natural, tins	lb.	1.75	—	2.00	
Redistilled, U.S.P.	lb.	—	—	2.00	
Japanese	lb.	—	—	—	
Petit Grain, So. America	lb.	—	—	—	
French	lb.	—	—	—	
Pinus Sylvesteris	lb.	—	—	—	
Pumillo	lb.	—	—	—	
Rose, French	oz.	—	—	—	
Bulgarian	oz.	7.50	—	9.25	
Artificial	oz.	2.50	—	2.75	

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5	- .50
0	- 1.80
0	- 6.50
5	- 5.00
5	- 4.00
5	- 6.75
5	- 2.75
0	- .75
0	- 1.75
0	- .60
0	- 3.50
0	- 1.05
7½	- .75
0	- 1.25
5	- 3.00
5	- .60
0	- 2.70
0	- 1.10
als	- 20.00
0	- 3.25
0	- 25.00
0	- 30.00
0	- 3.25
0	- 1.10
0	- 2.35
0	- 2.25
0	- 3.10
0	- .33
- 11.00	
- 1.75	
- 1.30	
- 2.00	
- 2.15	
- 2.25	
- 10.00	
- 1.75	
- 4.50	
- 10.00	
- 9.25	
- 2.75	
Rosemary, U.S.P. ....	lb. .55 - .60
Tech. ....	lb. .42 - .45
Sandalwood, East Indian....	lb. 7.40 - 7.50
West Indian ....	lb. 4.00 - 4.25
Sassafras, natural ....	lb. 1.00 - 1.10
Artificial ....	lb. .51 - .53
Savin ....	lb. - - 5.00
Peppermint ....	lb. 2.75 - 3.00
Spruce ....	lb. - - .75
Tansy, Amer. ....	lb. - - 7.50
Tar, bbls. ....	gal. .28 - .30
Refined, U.S.P., cans....	gal. - - 1.00
Thyme, red, U.S.P. ....	lb. 1.00 - 1.10
White, U.S.P. ....	lb. 1.20 - 1.25
Oriis Root, Florentine, whole....	lb. .09 - .10
Verona ....	lb. .06 - .07
Powdered, Gran. ....	lb. .08 - .13
Rice Starch ....	lb. .15 - .16
Talc, Italian ....	ton 45.00 - 46.00
Talc, French ....	ton 27.00 - 28.00
Talc, domestic ....	ton 18.00 - 20.00

## Oleoresins

Aspidium (Malefern) ....	lb. 4.00 - 4.25
Capsicum ....	lb. 3.00 - 3.25
Cubeb ....	lb. 7.00 - 7.50
Ginger ....	lb. 3.00 - 3.30
Malefern (so-called) ....	lb. - - 4.25
Mullein ....	lb. - - 5.00
*Orris, domestic ....	lb. - - 20.00
Imported ....	lb. - - 22.00
Pepper, black ....	lb. - - 6.00
Vanilla ....	lb. 8.75 - 10.00

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Civet ....	oz. 2.75 - 3.00
Lanolin hydrous ....	lb. .13 - .13
Lanolin anhydrous ....	lb. .16 - .17
Musk Cab, pods....	oz. 16.00 - 17.00
Musk, Cab., grains....	oz. 25.00 - 27.00
Musk, Tonquin, grains....	oz. 33.00 - 35.00
Musk, Tonquin, pods....	oz. 18.00 - 20.00
Oriis Root, Florentine, whole....	lb. .09 - .10
Verona ....	lb. .06 - .07
Powdered, Gran. ....	lb. .08 - .13
Rice Starch ....	lb. .15 - .16
Talc, Italian ....	ton 45.00 - 46.00
Talc, French ....	ton 27.00 - 28.00
Talc, domestic ....	ton 18.00 - 20.00

## Aromatic Chemicals

## Natural Derivatives

Anethol ....	lb. - - 1.75
Borneol ....	lb. - - 3.50
Citronellol ....	lb. 10.00 - 15.00
Citral ....	lb. 3.75 - 4.00
Eucalyptol ....	lb. .88 - .90
Eugenol ....	lb. 3.25 - 3.50
Geraniol ....	lb. 2.00 - 2.50
Iso-Eugenol ....	lb. 5.00 - 5.25
Linalool ....	lb. 6.50 - 7.00
Menthol ....	lb. 4.75 - 4.85
Rhodinol ....	lb. 15.00 - 18.00
Safrol ....	lb. 72½ - .75

## Synthetic Aromatics

Acetophenone, C.P. ....	lb. 3.50 - 4.00
Amyl Butyrate ....	lb. - - 2.50
Amyl Salicylate ....	lb. 1.25 - 1.35
Anisic Aldehyde ....	lb. - - 6.00
Benzaldehyde, U.S.P. ....	lb. 1.25 - 1.40
Free From Chlorine....	lb. 1.60 - 1.80
Benzyl Acetate ....	lb. 1.25 - 1.50
Benzyl Alcohol ....	lb. 1.25 - 1.50
Benzyl Benzoate ....	lb. .90 - 1.00
Bromostyrol ....	lb. - - 6.25
Cinnamic Acid ....	lb. - - 3.00
Cinnamic Aldehyde ....	lb. - - 4.50
Citronellal ....	lb. - - 2.50
Coumarin ....	lb. - - 3.75
Resale ....	lb. - - 3.75
Diphenyloxide ....	lb. .80 - .90
Ethyl Cinnamate ....	lb. 4.75 - 5.00
Geranyl Acetate ....	lb. 5.50 - 6.00
Heliotropin ....	lb. - - 3.00
Indol, C. P. ....	oz. - - 10.00
Linallyl Acetate ....	lb. 9.50 - 10.00
Linallyl Benzoate ....	lb. - - 17.00
Methyl Anthranilate ....	lb. 4.50 - 4.75
Methyl Cinnamate ....	lb. - - 6.00
Methyl Paracresol ....	lb. 10.00 - 12.00
Methyl Salicylate ....	lb. - - .40
Resale ....	lb. .33 - .35
Mirbane, rect., drums extra....	lb. .11 - .12
Musk Ambrette ....	lb. 19.00 - 20.00
Musk Ketone ....	lb. - - 15.00
Musk Xylene ....	lb. 2.50 - 3.00
Nerolin ....	lb. - - 2.50
Phenylacetaldehyde ....	lb. 9.00 - 11.00
Phenylacetic Acid ....	lb. 4.00 - 4.25
Phenylethylalcohol ....	lb. 7.50 - 8.50
Terpineol, C. P. ....	lb. .45 - .60
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**MYROBALANS**—3,938 pkts., Order, Calcutta.

**OCHRE**—50 bbls., Dill Cooperage, Inc., Marcellus; 20 csks., J. L. Smith & Co., Hull.

**OILS**—289 csks., J. F. Jelke & Co., Bordeaux; 140 csks., A. Kipstein & Co., Rotterdam; 25 cs., Lazar Freres, Bordeaux; 1 cse., T. Cook & Son, London; **Coconut**, 51 pipes, Order, London; 531 drs., Ladward Bibby & Co., Manila; 6 drs., Booth American Shipping Corporation, Manila; 744 tons, Spencer Kellogg & Sons, Manila; 112 tons, S. L. Jones & Co., Manila; **Cod**, 150 bbls., Order, London; 200 csks., R. Babcock, St. Johns; 304 csks., Swan & Finch, St. Johns; 375 csks., National Oil Products Co., St. Johns; **Codliver**, 250 bbls., Order, Aalesund; **Colza**, 50 bbls., Order, Rotterdam; **Haarlem**, 20 cs., P. H. Petry & Co., Rotterdam; **Linseed**, 100 bbls., Balfour, Williamson & Co., Bristol; 500 bbls., Order, Bristol; 25 drs., Funch, Edye & Co., Liverpool; 1,155 bbls., Order, London; 669 bbls., Netherland Chemical Co., Rotterdam; 203 bbls., Netherland Chemical Co., Rotterdam; 456 bbls., Order, Rotterdam; 113 bbls., Order, Rotterdam; 150 bbls., Order, Antwerp; 299 bbls., J. C. Francesconi & Co., Hull; 200 bbls., Produce Sales Co., Hull; 1,857 bbls., Order, Hull; **Nut**, 448 bbls.,

Equitable Trust Co., Hamburg; **Olive**, 50 bbls., State Bank of New York, Malaga; 25 bbls., 100 cs., Scalafani & Marinello, Malaga; 250 bbls., Order, Malaga; 18 cs., D'Ambrogio & Spampuato, Catania; 1 csk., Colombo Co., Catania; 65 cs., A. Alvino Figlio, Catania; 4 bbls., E. Salvatore, Messina; 14 cs., Colombo & Co., Palermo; 300 cs., S. E. Goldberg, Malaga; 2 bbls., S. Montaperte, Messina; 3 bbls., P. Baresi, Messina; 4 bbls., L. Serra, Messina; 13 pkgs., Order, Messina; 7 csks., Colombia Co., Palermo; 12 csks., S. La Maltina, Palermo; 4 csks., F. Bellia, Palermo; 18 cs., F. Vella, Palermo; 2 csks., C. B. Richard & Co., Palermo; 10 csks., L. Riccobene, Palermo; 22 cs., Oceanic Shipping Co., Palermo; 150 bbls., Gravemorst & Co., Barcelona; 300 cs., Schroeder Bros., Barcelona; 391 bbls., Lazard Freres, Barcelona; 533 bbls., Baltimore Trust Co., Barcelona; 400 cs., East River National Bank, Tarragona; 200 cs., A. E. Wittiggen, Tarragona; 50 bbls., Battery Park National Bank, Tarragona; 393 cs., W. A. Taylor & Co., Tarragona; 1 cse., American Finance & Commerce Co., Tarragona; 50 cs., Laulanna Azema & Farman, Tarragona; 10 bbls., 55 cs., Order, Tarragona; 500 cs., Heidelbach Ickelheimer & Co.

**OILS, ESSENTIAL**—2 pkgs., American Express Co., Bordeaux; 5 cs., Rockhill & Victor, Havre; 3 cs., Morana Co., Havre; 4 kegs, Ungerer & Co., Valencia; 4 cs., W. J. Bush & Co., London; 15 kegs, Morana, Inc., Valencia; 14 drs., Equitable Trust Co., Malaga; 6 drs., Orbis Products Trading Co., Malaga; 126 cs., G. Lueders & Co., Messina; 100 cs., Heidelbach, Ickelheimer & Co., Messina; 200 cs., Orbis Products Trading Co., Messina; 340 cs., Order, Messina; **Camphor**, 40 drs., A. Chiris & Co., Kobe; **Chaulmoogra**, 7 cs., McKesson & Robbins, London; **Citronella**, 13 drs., Fidelity International Trust Co., Colombo; **Coriander**, 1 cse., A. Chiris & Co., Rotterdam; **Cubeb**, 2 cs., Dodge & Olcott, Rotterdam; **Lemongrass**, 14 drs., G. H. Varasena & Co., Colombo; 11 drs., Order, Colombo; **Pettigrain**, 12 cs., National Bank of Commerce, Buenos Aires; 7 cs., Order, Buenos Aires; **Rhodium**, 1 cse., Lorillard & Co., London; **Sandalwood**, 5 cs., Magnus, Maibee & Reynard, London; 7 cs., Order, Colombo.

**PHARMACEUTICAL PRODUCTS**—48 cs., G. J. Wallau, Havre; 8 cs., E. Fougera & Co., Havre; 9 cs., Parke, Davis & Co., Puerto Colombia; 23 cs., Ciba Co., Antwerp; 6 cs., F. B. Vandegrift & Co., Antwerp.

**PHOSPHORUS-Yellow**, 200 cs., Mechanics & Metals National Bank, Hamburg.

**PIASSAVA**—20 bls., F. H. Cone & Co., Havre.

**PLUMBAGO**—138 bbls., First National Bank, Colombo.

**POTASSIUM SALTS-Carbonate**, 12 csks., American Woodpulp Corporation, Hamburg; **Caustic**, 29 drs., Globe Shipping Co., Rotterdam; **Chlorate**, 190 bbls., Order, Hamburg; 190 bbls., Superfoss Co., Hamburg; 1,400 csks., Mechanics & Metals National Bank, Hamburg; **Permanganate**, 10 drs., Blackburn Trading Corporation, Hamburg; **Sulfate**, 2,000 bgs., A. Vogel, Hamburg.

**POTATO STARCH**—500 bgs., Commerce Corporation, Rotterdam.

**PYRIDINE**—39 drs., Order, Rotterdam.

**QUININE**—14 cs., R. W. Greeff & Co., Rotterdam.

**ROOTS**—11 bgs., American Express Co., Hamburg; **Arrow**, 50 cs., J. P. Smith & Co., London; **Broom**, 17 bgs., H. Triest & Co., Vera Cruz; **Gentian**, 14 bgs., E. Lilly & Co., Bordeaux; 77 bgs., McLaughlin, Gormley & King, Bordeaux; 22 bgs., J. Schonengen, Bordeaux; 31 bgs., J. L. Hopkins & Co., Bordeaux.

**SAFFRON**—2 cs., Order, Barcelona; 7 cs., Order, Barcelona.

**SAL AMMONIAC**—30 bbls., C. De P. Field Co., Bristol; 32 csks., Netherland Chemical Co., Rotterdam.

**SALT**—1,220 bgs., W. A. Hazard & Co., Liverpool; 2 cs., Bane & Ward, Hamburg; **Manure**, 3,000 bgs., A. Vogel, Hamburg.

**SEAGRASS**—75 bgs., G. H. Mans, Hongkong.

**SEA WEED**—10 bgs., C. H. Reisig, Havre; 20 bgs., Lathrop & Co., Havre.

**SEEDS-Anise**, 200 bgs., R. Moehlhausen, Malaga; 60 bgs., Van Loan & Co., Malaga; 200 pkgs., Order, Malaga; **Castor**, 1 bg., Ralli Bros., Hull; 1,489 bgs., Order, Madras; **Flax**, 50,397 bgs., American Linseed Co., Buenos Aires; 49,093 bgs., Order, Rosario; **Fennel**, 8 bgs., Strohmeyer & Arpe, Palermo; **Ginger**, 2 cs., Order, Madras; **Mustard**, 10 bgs., Materne & Hess, London; 401 bgs., A. Joensson & Co., London; 200 bgs., Mechanics

& Metals National Bank, Catania; **Poppy**, 100 bgs., Archibald & Lewis, Rotterdam; **Quince**, 3 bgs., Order, Barcelona; **Sabadilla**, 50 bgs., R. Desvergne, Maracaibo; **Sesame**, 1,400 bgs., Order, Singapore; 1,050 bgs., U. S. Pac. Co., Hankow; 136 bgs., Order, Hankow.

**SHELLAC**—100 cs., 50 bgs., Brown Bros. & Co., Calcutta; 450 bgs., Mechanics & Metals National Bank, Calcutta; 100 bgs., Heidelbach, Ickelheimer & Co., Calcutta; 1,229 bgs., Order, Calcutta; 100 bgs., Mechanics & Metals National Bank, Calcutta; 501 bgs., Bank of British West Africa, Calcutta; 100 chests, National City Bank, Calcutta; 50 chests, Order, Calcutta.

**SILVER SULFIDE**—30 cs., Nash, Watjen & Bangs, Iquique; 27 cs., H. A. Watson & Co., Antofagasta; 1 cse., Hammer & Co., South Pacific Ports.

**SOAP**—301 cs., Order, Marseilles; 700 cs., United Fruit Co., Bristol; 2 cs., Downings Foreign Exp., Liverpool; 8 cs., F. B. Vandegrift & Co., Vigo; 219 cs., Order, Smyrna.

**SODIUM SALTS-Cyanide**, 25 cs., Guaranty Trust Co., Rotterdam; **Natron**, 355 drs., Roessler & Hasslacher Co., Rotterdam; **Nitrate**, 8 cs., Chile Exploration Co., Antofagasta; 5,851 bgs., W. R. Grace & Co., Iquique; **Prussiate**, 52 csks., Meteor Products Co., Havre.

**SPICES**—14 bgs., J. W. Mead Co., Malaga; **Cassia**, 250 cs., S. L. Jones & Co., Hongkong; 500 bgs., Stanley Jordan & Co., Hongkong; 54 cs., International Banking Corporation, Hongkong; 250 cs., Netherland Corporation, Hongkong; **Cinnamon Quills**, 150 bgs., Order, Colombo; **Ginger**, 74 bgs., A. G. Dunn, London; 51 bgs., Order, London; 318 bgs., Order, Liverpool; 200 csks., Boues & Co., Hongkong; **Mace**, 11 pkgs., Sincere Trading Co., Hongkong; **Pepper**, 20 bgs., Order, London; 51 bgs., Order, Colombo; 250 bgs., Paterson Wyld & Co., Singapore; 150 bgs., Order, Singapore; **Black**, 168 bgs., E. Boissevain & Co., Singapore; 618 bgs., Schiethin American Trading Co., Batavia; **White**, 350 bgs., E. Boissevain & Co., Singapore; 747 bgs., Equitable Trust Co., Singapore.

**SULFUR**—100 csks., Heemsoth Basse Co., Bordeaux.

**SUMAC**—100 bgs., Colombo Co., Palermo; 700 bgs., Irving National Bank, Palermo; **Ground**, 560 bgs., National City Bank, Messina; 700 bgs., Medit & Gen. Traders, Messina.

**TALC**—99 csks., C. B. Chrystal & Co., Bordeaux; 1,300 bgs., L. A. Salomon & Bros., Bordeaux; 500 csks., Hammill & Gillespie, Bordeaux.

**TARTAR**—246 csks., Tartar Chemical Works, Barcelona; 1,011 csks., Tartar Chemical Works, Valencia; 888 bgs., Tartar Chemical Works, Alicante; 114 csks., Tartar Chemical Works, Barcelona; 297 bgs., C. Pfizer & Co., Oran; 361 bgs., Tartar Chemical Works, Oran; **Cream**, 100 csks., Order, Palermo.

**WAXES**—3 seroons, W. Schall & Co., Monte City; **Bees**, 52 csks., W. R. Grace & Co., Valparaiso; 28 bgs., Lamborn & Co., Valparaiso; **Carnauba**, 156 bgs., Order, Ceara; 345 bgs., London & Brazil Bank, Ceara; 284 bgs., Lazard Freres, Ceara; **Mineral**, 100 Strahl & Pitsch, Hamburg; **Vegetable**, 300 cs., Taiyo Trading Co., Kobe; 67 csks., A. M. Arques & Co., Barcelona.

**WHISKEY-Scotch**, 600 cs., McKesson & Robbins, Nassau.

**WHITING**—300 csks., J. H. Butcher Co., Bristol.

**WINE, MEDICINAL**—57 cs., Southern Pacific Co., Bordeaux; 650 cs., Grosvenor, Nichols Co., Bordeaux; 400 cs., J. Wile & Sons, Bordeaux; 26 pkgs., Order, London; 200 cs., L. Renault & Co., Southampton; 28 csks., 100 bbls., A. D. Shaw & Co., Tarragona; 25 bbls., W. A. Taylor & Co., Tarragona; 500 cs., J. Redlich, Rotterdam; 350 cs., J. Wile Sons & Co., Antwerp.

**WINE LEES**—529 bgs., Tartar Chemical Works, Oran.

**YOLK**—25 cs., Fearon, Brown & Co., Dried Egg, 112 cs., Equitable Trust Co., Shanghai; **Hen**, 180 cs., Oliver & Co., Hankow; **Spray**, 114 cs., Fearon, Brown & Co., Hankow.

**ZINC-Nickelled**, 16 cs., L. C. Hirsch & Co., Hamburg.

**ZIRCONITE**—3 bbls., Senator Robbins Fox Corporation, Rio de Janeiro.

**MENNEN CO.'S CASE IS ARGUED**  
*(Special to DRUG AND CHEMICAL MARKETS)*

Washington, D. C., Dec. 21—A final argument was held last week before the Federal Trade Commission in its case against the Mennen Co. for alleged unfair competition in restraint of trade. The Mennen Co. was represented by Gilbert H. Montague.

The discounts allowed by the Mennen Co. to distributors that were classified by it as wholesalers were 10 and 5 per cent trade discounts and 5 per cent for cash in 10 days and to retailers including the co-operative buying companies composed of retailers 10 and 5 per cent trade discounts with no better discounts allowed, according to the argument of William T. Kelly, counsel for the Commission. Included among these cooperative organizations of retailers, said Mr. Kelly, are many that buy far larger amounts of Mennen's products than the majority of wholesalers. The United Consumers Co., of Boston, the Philadelphia Wholesale Drug Co., Philadelphia, Mutual Drug Co., Cleveland, St. Louis Wholesale Drug Co., St. Louis, Jefferson Drug Co., Beaumont, Tex., Northwestern Wholesale Drug Co., Minneapolis, and others were named by Mr. Kelly and described as companies organized by retailers which held this stock to perform the functions of a wholesaler in regard to prices and service.

It was impossible for these companies to operate at a profit, argued Mr. Kelly, because the Mennen Co. itself was selling as a wholesaler in competition with the co-operatives. The latter also were in competition with old line wholesale houses granted the additional discount of 3 per cent which was withheld by the Mennen Co. from the co-operatives as it classed them as retailers. Thus the manufacturer has a wedge, said Mr. Kelly, that makes it impossible for the co-operative company to do business at a profit. Nevertheless, he said, the co-operatives are compelled to handle Mennen's preparations because of demand. If not, the larger retailers would buy direct from the Mennen Co. and the smaller retailers from the old line wholesalers.

Mr. Montague, attorney for the Mennen Co., said that the allowance of discounts that varied among purchasers created a situation tending towards lessening of competition between purchasers from the Mennen Co. that was so obvious, that it could not have been the intent of Congress to prevent, in writing Section II of the Clayton Act. He contended that the law was aimed only at discriminations in price when tending to lessen competition between the Mennen Co. and its competitors, Colgate and Palm Olive. Whether the practice of the Mennen Co. had the effect alleged by the complaint of the Commission was not the issue, said Mr. Montague. In any event, he declared, it was problematical whether discrimination in prices by the Mennen Co., even between purchasers, had the effect of materially lessening competition though on its face it would tend to that end.

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Horace W. Calef, member of the N. Y. Produce Exchange and prominent dealer in tallow, oils and greases for half a century, died last week at his home in Upper Montclair, at the age of 79.

C. F. Michaels, president of the firm of Langley & Michaels, San Francisco, has purchased the country estate of Oakleigh, one of the show places of San Mateo County.

W. A. Burns, manager of the Chinese department of the American Trading Co., is a visitor at San Francisco from Shanghai, China.

**MODERN STOCK-KEEPING METHODS**

(Continued from Page 1296)

end of the fiscal period the condition of the financial and stock records described is briefly this. In the accounting books there is a net inventory figure representing the net purchase value of raw materials and the manufactured value of all finished products on hand. In the stock records there are many small accounts, one for each product, the sum total of all these accounts equaling the inventory figure in the books. Market or other conditions may have caused fluctuations in the unit values of some of the materials and it is advisable to write the inventory up or down as the case may be. Any changes made in the book inventory must also be made in the stock records. For instance in the case of Acetic Acid which has been used in the illustrated form: if the balance on hand as indicated is 22,000 lbs. with a total money value of \$580 (7,000 lbs. @ 2½c and 15,000 lbs. @ 2¾c), and the market has dropped to 2c the inventory will be reduced by \$140 and the entire balance will be carried to a new column in the Stock Record, the other two columns being cancelled, and the new figure of 2c used as the unit cost. These are small figures to deal with but serve the purpose of illustrating the principle of keeping the inventories in the books and in the stock records in step with each other.

The cost assignment method can be used to advantage in working up the cost of sales figure. Many executives now demand monthly Profit and Loss Statements and the missing link has always been the cost of sales. Of course, we have assumed the installation of some means of finding the factory costs of the products manufactured. With these figures it only becomes necessary to relieve the inventory when sales are made to arrive at the cost of sales for any particular period. The sales invoice, then, becomes a stock requisition for taking the items out of stock and into sales. The difference between the sales value and the cost value gives the manufacturing profit, from which are further deducted the commercial expenses to arrive at the net profit for the period.

In the last analysis there is no such thing as avoiding inventory taking, but the perpetual inventory spreads the time element so that all the burden does not fall in a short period. Furthermore, the perpetual inventory serves as a check on both the cost accounting records and the stock room efficiency. It has a salubrious effect on the clerical help of both departments when they know that their work is subject to period investigation. By combining the cost assignment feature with the perpetual inventory it has been shown that this record becomes a valuable aid to the cost department, both in extending stock requisitions into money value and in arriving at the much desired monthly cost of sales figure. This record, then, may well take its place among the other records which extend executive control in plants where, as explained above, its application is practicable.

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The Lehigh Valley Section of the American Chemical Society, meeting at Lafayette College, Easton, Pa., elected the following officers: P. R. Croll and H. A. Depew, both of the New Jersey Zinc Co., Palmerton, Pa., chairman, and secretary and treasurer, respectively; first counsellor, Dr. E. C. Bingham, Lafayette College; second counsellor, Henry Wysor, Easton, Pa. The principal talk was on the subject of "The Effect of Maintenance of the Dye Industry on Scientific Development in this Country," by Dr. Charles L. Reese, Research Director, E. I. du Pont de Nemours & Co., Wilmington, Del.

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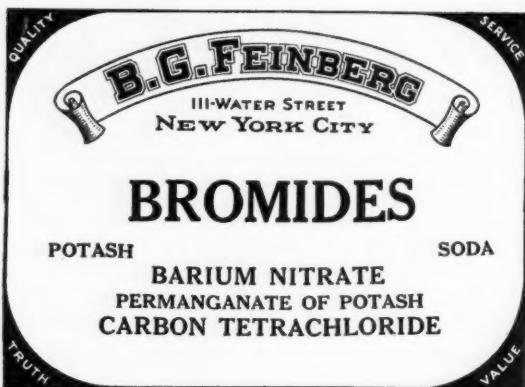
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DRUG &amp; CHEMICAL MARKETS

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